

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 80

MARCH 2, 1929

Reference Dept.
7th FIER

Number 9

If It's

Rohe

"Regal"

The Quality Is Unexcelled

Sausage
H a m s
Bacon
and
L a r d



ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

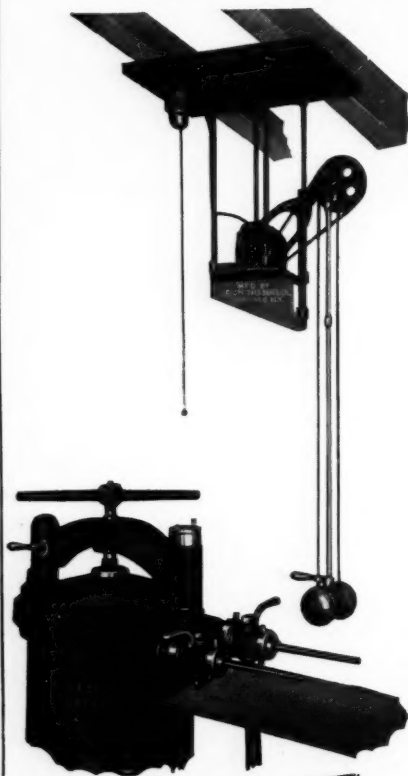
Export Office: 344 Produce Exchange

"SAVES FROM 50% to 75%"...

—says Oswald & Hess of Pittsburgh about the patented

SCHONLAND CASING PULLER

*This is their
letter!*



"Speaking of the machines as time savers, we find after watching them in operation that we can safely state they save from 50% to 75% time in pulling casings. This operation when done by hand shows a distinct falling off towards the end of the shift due to the fact that the stuffer operator has to hold his arms in an unnatural position, and gets more or less tired as his shift runs on."

OSWALD & HESS CO., INC.
N.S. Pittsburgh, Pa.

Another Testimonial!

"We have found these machines to be entirely satisfactory and profitable, saving both time and labor, and about twice as quick as when we pulled casings by hand."

WILMINGTON PROVISION
CO.
Wilmington, Del.

Saves enough time and labor to pay for itself in a short time. One man and a SCHONLAND can do as much work as two men without one. Won't tear the casings or tire the operator. Hundreds of users have told us they would never go back to the old hand method!

*If You See This Wonderful Machine
in Operation You'll Buy!*

WRITE FOR LIST OF USERS!

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

Patentees and Manufacturers

BRANCHES: Chicago, Ill., U. S. A.; London, Eng.; Melbourne, Australia

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1928, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 80. No. 9

MARCH 2, 1929

Chicago and New York

Fair Profit for All as an Ideal for Industry

*To Accomplish It All Must Join
in Killing the Craze for Volume
and Eliminating Bad Price Cutting*

As a meat manufacturer or meat distributor, what contribution do you make to improved business ethics?

When you sell you want to get your price. You feel unfairly treated when a buyer driving a hard bargain beats you down on your quoted price.

When you buy, and succeed in beating the seller down on his price, you are rather proud of your achievement.

No doubt you talk business ethics. Do you practice them, and do you see that those in your employ do likewise?

Application of the principle of "live and let live" in present-day buying and selling—involving the development of a sense of responsibility for the success of an industry on the part of everyone in it—is urged by E. J. Mehren in a discussion of the profitability of good business ethics, which is reproduced here.

Mr. Mehren is editor of "The Magazine of Business"—that great voice of business as a whole—and as such he enjoys an unusual opportunity for observing the working of all kinds of business.

The principles he discusses are fundamental, and are applicable to any industry or any business.

They contemplate the restoration of fair profit as an ideal for

industry, the killing of the craze for volume, the elimination of unethical price cutting and the establishment of a firm price system.

Turning Good Ethics into Profits

By Edward J. Mehren, Editor "The Magazine of Business."

It is my contention that if the spirit of "live and let live" is applied to our selling and buying, we shall eliminate much of the bad practice that affects American business.

Many businesses—yes, even great industries—are not making a decent re-

turn on their investments. When we consider, for example, that the steel industry, with its enormous investment and the risks incident to such a business, makes a profit of less than 5 per cent on its investment, I am sure you will grant that policies need reforming somewhere.

Fundamental Difficulty in Selling.

What I shall say may seem to be directed chiefly to manufacturers. But the retailer has a part therein and a very important one, for he is the buying end of the manufacturers' selling transaction and his attitude reflects in an important way its character.

If the principle of "live and let live" is to apply, it will need application by buyer as well as seller.

The fundamental difficulty in selling today is that we do not realize we are in a new economic age, and that old methods must give way to those which harmonize with the new conditions. In our selling and buying the chief new factor is that we are in a buyers' instead of a sellers' market. But we persist in methods that were adapted to, and successful in, the previous era.

The Buyers' Market.

Let us look briefly at this buyers' market. Two new factors need special consideration—overcapacity and research.

That productive capacity has outrun consumptive demand is apparent to all. We can make more goods than the market can absorb. Therefore there is intense competition. The buyer is be-

Cure for Price Cutting

Every independent business man in the meat industry is both a buyer and a seller. As sellers, buyers' tactics are often resented.

But how about your own purchasing agent?

How many of these men are "price clubbers?" DOES THE DIFFERENCE LIE IN WHO DOES THE CLUBBING?

"I never thought of that," we say, and then: "I'll put a stop to it at once!"

The fundamental remedy for this kind of price cutting is the adoption of a system of firm bids and prices.

"Let them stick to their prices or bids, once they have been submitted," Mr. Mehren says. "Let them not fall before the price clubbing of the buyer."

This is a task for trade associations, he believes. "Group action is needed, and the trade association is the logical group to take the step."

sieged by the seller. We are in a buyers' market.

Furthermore, there is every evidence that engineering has not exhausted its resources, and that the capacity to produce will continue to increase faster than we can create a capacity to buy.

Then enters the other factor—research. The engineer, the chemist and the pure scientist, working in their laboratories, devise new products which can replace successfully those of the present. Fabrics compete with leather; pyroxylin lacquers, with varnish and paint; electric welding, with castings; steel furniture, with wood; sheet board, made from sugar cane and corn stalks, with plaster, cement and wood.

The "New Competition" Enters.

Thus, in addition to competition within industries themselves, there is competition between different industries, all striving to get part of the consumer's dollar. And the end is not yet. We are hardly on the threshold of science.

If these conditions were only passing phenomena, manufacturers might continue to muddle along with the practices of an older day. But overcapacity and research are permanent phenomena. In their company, manufacturers must make their business lives.

Why not, then, adapt themselves to these phenomena and square their business policies accordingly?

Old Policies for a New Day.

But are they trying to meet them?

To me it appears that they are using outworn tactics. They act as though they were still in the day of the sellers' market, when the country cried for goods, and when every enterprising manufacturer could load up his plant, no matter how fast he extended it.

Today the market is glutted—or can easily be glutted. Yet they fight for business that is beyond the scope of their natural advantages of design, quality, nearness to the market, and service.

In consequence they must make up for lack of natural advantage by tremendous sales pressure, which results in high selling costs and reduced profits.

Then price cutting enters, profits are still further reduced, and red ink often appears in the profit and loss statement.

What Are the Remedies?

What lessons shall they draw from these experiences? What policy shall they make that will accord with the new conditions and let their businesses continue healthy and prosperous?

The answer is, they must restore a sound profit policy in business, and take whatever steps are necessary to make that policy operative.

Obviously, the individual manufacturer has here a responsibility—to in-



EDWARD J. MEHREN.
Editor "The Magazine of Business."

sist on a standard of fair profits for the service he renders.

But it is equally obvious that the general policy of the industry will affect his ability to maintain his own profit standard. The problem, then, is one for the industry as a whole. It requires teamwork for its accomplishment.

Create Sentiment for Profits.

What is the remedy?

The first and most important step is to create throughout each industry a sentiment in favor of a sound profit ideal. That is the responsibility of the leaders of industry, and especially of the officers of trade associations.

The effect of such a propaganda will be to kill the present craze for volume. We try to run our plants to high capacity, although we know the market will be oversupplied.

Apparently, however, we would sooner have volume than profits. A full factory and red ink seems as popular as 65 or 70-per cent operations and plenty of black. Crazy for volume. Swollen sales expense to get the last 20 per cent of business. Ruinous prices to fill up the factory.

We fail to realize that the law of diminishing returns cannot be flouted.

Why Do Business at a Loss?

The nearer we get to perfect performance in any calling, the smaller the gain for a given effort. It cannot be escaped. The top business costs more than it is worth and only injects an undesirable color scheme into our financial statements.

Some men refuse to acknowledge the law and, even when they land in the bankruptcy courts, fail to realize that it was the expenditure of two dollars

to get every dollar of top sales that worked their ruin.

I know all the stock defenses of the present passion for volume. I know that increase in production reduces unit overhead costs and increases profits, if expenses remain the same.

The trouble is that the rapacious maw of sales gobbles up all production savings and a goodly percentage to boot.

Here is an opportunity for beneficial propaganda; for spreading the fire of sound business doctrine the country over; for creating, through trade associations, chambers of commerce, and the business press, a country-wide sentiment for restoration of fair profits as our business goal.

What a Business Man Is.

Let business men be business men—and no one is a business man who, in the craze for volume, takes less than a savings bank return on his capital, who swaps dollars for dollar or, worse than all else, pays for the privilege of being in business.

But, in addition to the propaganda for a fair profit ideal and against the craze for volume, there must be general action against the present accentuated practice of price cutting.

It has many forms—cutting of prices after quotations have been made, special and secret prices, special discounts, rebates, loans of equipment, excessive trade-in allowances, etc.

Price Cowardice.

Time will not permit of a treatment of all these bad practices. Therefore, I will touch in detail on only one of them—the cutting of prices after quotations have been made—a practice that represents price cowardice on the part of sellers, and price hammering or price profiteering on the part of buyers.

Today, it is said, the buyer has the seller on the run. The buyer is beset by hungry sellers. He plays one against another until the price is down not merely to bed rock, but in a hole blasted deep in the rock by the combined dynamite and TNT of buyers' profiteering and price cowardice!

The temptation in this matter is to find fault solely with the buyer and his profiteering tactics. But the seller is primarily to blame.

Seller to Blame for Price Cutting.

In many lines the purchasing agent doesn't have to ask for price concessions. If he will ignore quoted prices for a few days, the sellers will besiege him—not to argue the merits of their wares, not to produce that conviction which is a salesmen's pride, but to cut the price.

Why should the buyer not take advantage of such a situation? Why

(Continued on page 49.)

Improving Sausage Quality and Cutting Costs

New Meat Chopper Operating on a New Principle Gives Large Production and Cuts Meats Cleanly Without Crushing

The sausage maker today is up against two problems he must solve if he would get the most out of his business.

On one hand he must reduce costs to meet competition, and on the other he must seek to improve product to meet the growing demand of consumers for better quality.

The situation is not unique in the sausage business.

It exists in many other industries, up to and including automobile manufacturing. That this latter industry has made such rapid strides is due, in the opinion of those well-informed on the subject, to the fact that each year better cars are offered at a lower price.

It is easy to reduce costs. But to reduce costs and still give the consumer more for her money—either in more merchandise or in products of better quality—is "something else again!"

Better Goods at Less Cost

The sausage manufacturer who can accomplish this feat is in an advantageous position so far as merchandising his product is concerned.

Many new machines and methods have been developed to aid the meat plant to lower costs and improve product, and it may be expected that the sausage kitchen will keep abreast of the other departments in this respect.

Among the latest improved machines for the sausage kitchen is a chopper operating on a new principle. Among the claims made for it is that it enables the sausage maker to produce better products and reduce his costs. A description of this machine follows:

An Improved Meat Chopper

For many purposes the old-style rocker was an excellent machine for use in the sausage kitchen. It cut the meat cleanly without crushing or mashing, and produced a product that was ideal for many styles of sausage.

Its capacity, however, was small. As

the demand for sausage products increased, and as sausage kitchens grew in size and adopted modern production methods, the need for a more efficient machine for chopping meats became imperative.

The knife and plate style of chopper was first introduced to the meat packing industry about fifty years ago. This type of chopper was such an improvement over anything previously devised that it was not long until it came into general use.

The principle on which the plate and knife style of chopper works is well known. The meat is fed into a hopper from which a feed screw carries it forward and forces it against the plate. The knife revolves in the compressed meat.

There has been placed on the market recently by an Eastern manufacturer a new meat chopper similar in general design to the plate and knife chopper, but which cuts the meat by a principle not heretofore used.

Cuts Without Crushing.

A number of advantages are claimed for this machine, principal of which are that it has a large production at a low cost and that it produces a high quality of chopped meat.

This new machine is also constructed with a feed screw, but the knife and plate have been replaced with a revolving cone. With this arrangement, it is said, little pressure is placed on the meat. And, because the cutting edge of the cone is on an angle, the cut is made cleanly without any crushing or mashing.

The action of this cutting cone on the meat is very noticeable when pork sausage meat is being chopped. The separate small particles of lean and fat are easily distinguished, each piece having clean-cut edges.

The fact that the meat is not crushed or mashed makes possible the production of sausage of very good flavor and appearance, it is claimed. Most of the meat flavor is retained and the sausage appears to have a greater proportion of lean meat than is actually the case.

A machine of this type in the larger size has a capacity of from 12,000 to 15,000 lbs. of meat an hour. There is a saving of labor, because it is not necessary to cut up the meat before placing it in the feed hopper.

Tests on Beef and Pork.

In tests made in one Eastern plant
(Continued on page 52.)



MEAT CHOPPER OPERATES ON NEW PRINCIPLE.

In this machine the plate and knife are replaced with a revolving cone. The cutting edge is on an angle and the meat is cut without crushing or mashing.

Financial Notes

News Notes and Practical Pointers
on the Money Side.

BEECHNUT EARNINGS INCREASE.

The Beechnut Packing Co. earned \$6.51 a share on 425,000 common shares in 1928, against \$5.94 a share on 375,000 common shares in 1927.

ARMOUR PREFERRED DIVIDEND.

The regular quarterly dividend of \$1.75 per share on the preferred stock of Armour and Company of Illinois and Armour and Company of Delaware has been declared by the board of directors of Armour and Company, payable April 1 to stockholders of record at the close of business March 9, 1929.

CONTINENTAL CAN'S BEST YEAR.

Net earnings of Continental Can Company in 1928 totaled \$6,690,790, making the year the most profitable the company has yet had. The company acquired several other concerns during the year and is now the second largest in the industry. It is expected the earnings of the current year will reflect the advantage of the new acquisitions.

MORRELL EXPECTS BEST YEAR.

Earnings of \$7.80 per share on the 400,000 shares of capital stock outstanding of John Morrell & Co., Inc., for the fiscal year ending March 31, 1929, are indicated as a result of the net earnings, which are expected to be equivalent to those of the best year in the history of the company, this being the year ended March 31, 1917.

It is the intention of the management of John Morrell and Co. to change the date of the fiscal year to end on October 31. This year the company will issue an earnings statement for fiscal ending March, and later in the year will issue another statement covering operations for the seven-month period March 31 to October 31.

John Morrell and Co., Inc., is a holding company, owning all of the outstanding stock of a number of subsidiaries in this country and in England in the meat packing business and allied lines. The original business was established more than 100 years ago in England. The sole capital obligation of the company consists of 40,000,000 shares of no par common stock. Directors of the company recently placed the stock on an annual dividend basis of \$3.60 a share.

NATIONAL LEATHER FINANCES.

Sales of the National Leather Company and its wholly owned subsidiaries for the fiscal year ended December 29, 1928, totaled \$24,137,887.08 and the profit for the year amounted to \$108,-

700.86. This profit enabled a reduction of the deficit at the end of the year to \$2,445,617.25.

A comparison of the present balance sheet with that of a year ago shows inventory moderately increased and notes and accounts payable practically the same. Both the working capital and current asset ratio have slightly improved.

Commenting on the situation, President W. R. Fisher in his letter to the stockholders under date of February 23, 1929, said in part:

"Over the last year and a half, higher leather prices have induced a considerable use of substitutes so that there has been a decreased consumption of leather even though more pairs of shoes were manufactured. Imports of finished leather, which are duty free, have also considerably increased and have reduced the demand available to the United States tanners.

"Tanners' inventories increased largely during the first half of 1928; during the second half of the year, hide purchases and tannery operations were curtailed, resulting, as the year drew to its close, in a sharp decline in price for hides and skins and in a weak leather market.

"The tanning industry, as a whole, continues to operate on a curtailed basis, available supplies of leather are not burdensome, and the present lower level of prices should be followed by an increasing demand for leather.

"Cattle slaughter and supply of hides continue at low ebb. Government figures show that, although there was a slight increase during the year 1928, the cattle population of the country is nearly as low as any record for more than twenty-five years. Overproduction of either hides or leather is not

(Continued on page 55.)

PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain store and food manufacturers on February 27, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on February 20, or nearest previous day, were as follows:

	Sales.	High.	Low.	Close.
Feb. 27.	Feb. 27.	Feb. 27.	Feb. 27.	Feb. 20.
Allied Pack. ...	100	1	1	1 1/2
Do Sr. Pfd. ...	400	2 1/2	2 1/2	2 1/2
Amal. Leath. ...	300	8 1/2	8 1/2	8 1/2
Do. Pfd. ...	200	63	63	63
Am. Hide & L. ...	450	8 1/2	8 1/2	8 1/2
Do. Pfd. ...	1,600	33 1/2	33 1/2	32
Armour & Co. A. ...	12,700	15 1/2	15	15 1/2
Do. B. ...	15,500	8 1/2	8	8 1/2
Do Pfd. ...	1,700	82	82	83
Do. Del. Pfd. ...	600	93	92 1/2	93
Barnett Leath. ...	600	22	22	22 1/2
Beechnut Pk. ...	900	80 1/2	88	80
Cudahy Pk. ...	2,500	60	59 1/2	59
First Nat. Strs. ...	41,100	73 1/2	72 1/2	70 1/2
Gobel Co. ...	11,400	55 1/2	55 1/2	56 1/2
Hygrade ...	2,200	38 1/2	38 1/2	40 1/2
Hormel, G. A. ...	600	50	50	50 1/2
Kroger Groc. ...	16,600	106 1/2	104 1/2	106 1/2
Libby McNeill. ...	3,500	12 1/2	12 1/2	12 1/2
Miller & H. Pfd. ...	350	48	48	48
Morrell John. ...	3,750	64	63 1/2	63 1/2
Nat. Leather ...	9,450	4	3 1/2	4 1/2
Nat. Tea ...	3,800	348	340	339
Do New ...	8,900	86 1/2	84 1/2	86 1/2
Safeway Strs. ...	30,700	174 1/2	166 1/2	173 1/2
Do Pfd. ...	100	105	105	102 1/2
Swift & Co. ...	1,850	135 1/2	135 1/2	135
Swift Int. ...	3,350	35 1/2	35 1/2	36 1/2
U. S. Leather. ...	3,200	29 1/2	28 1/2	29 1/2
Do A ...	2,200	52 1/2	51 1/2	51 1/2
Do. Pr. Pfd. ...	400	101 1/2	101 1/2	101 1/2
Wesson Oil ...	3,900	97 1/2	95 1/2	96 1/2
Do. Pfd. ...	100	110	110	110
Wilson & Co. ...	1,300	11 1/2	11 1/2	12
Do A ...	2,000	24 1/2	23 1/2	24
Do Pfd. ...	2,500	74 1/2	72	74 1/2
Trans Pork Strs. ...	200	55 1/2	55 1/2	56 1/2

Legal Pointers

Legal information on matters
affecting your daily business.

OVERRULES STATE PACKER TAX.

The United States Supreme Court has granted to the Cudahy Packing Co. the right to an injunction in the state of Washington to restrain the imposition of penalties for failure to comply with a statute of the state requiring license fees not over \$3,000 reckoned upon its total authorized capital.

This Washington statute requires every local and foreign corporation to file its articles and pay graduated filing fees, not above \$3,000, reckoned on the authorized capital stock, and further requires such corporations desiring to increase capital stock to pay the filing fees.

During 1916, when the capital stock of the Cudahy Packing Co. was \$20,000,000, articles of incorporation were duly filed with the proper state officer in Washington, and the corporation began to carry on a closely associated interstate and intrastate business in that state. Later its capital stock was increased to \$45,000,000 of which less than \$30,000,000 has been issued, and the total value of the corporate property does not exceed that sum.

In accordance with the state statute, filing fees because of the increased capital stock, and license taxes, both reckoned upon the authorized capital stock, were demanded of the company.

The court held that the burden of the statute was in contravention to the Fourteenth Amendment, since the state may not impose a tax on property outside its jurisdiction. The amount of the tax is unimportant when there is no legitimate basis for it, the court ruled.

A dissenting opinion was rendered by Justice Brandeis, in which Justice Holmes joined.

AMERICAN CAN CO. GROWTH.

Net earnings of the American Can Co. for 1928 total \$19,863,326 after depreciation, interest and federal taxes. This is a material increase over the 1927 earnings, which amounted to \$13,055,199. The company's volume of sales, according to President H. W. Phelps, was greater in 1928 than in any previous year. Growth during 1929 at the same rate would necessitate further new construction to keep pace with it. Expenditures on this account in 1928 amounted to \$7,345,151.

CANNED MEAT TO SWITZERLAND.

Canned meats imported into Switzerland must now be stamped with the manufacturing season instead of with the actual date, according to cable advice to the U. S. Department of Commerce.

Food Distribution Facts Meeting Shows Great Interest in Louisville Survey Plan

A meeting of much significance for any industry—not only to the wholesale and retail trade, but to the manufacturer as well—was held in Louisville, Ky., on February 25 and 26.

This was the National Conference of Executives of the Grocery Industry, held under the auspices of the U. S. Department of Commerce and the board of directors of the Louisville Grocery Survey.

While this grocery survey is local in character, it is a national food survey in its significance. It is a comprehensive fact-finding analysis of food distribution problems consisting of the following six parts:

1. An analysis of wholesale distribution costs.
2. An analysis of retail distribution costs.
3. A census of food distribution by sales volume and cost of doing business.
4. An analysis of consumer demand and preference.
5. A study of business mortality and credit procedure.
6. A study of population characteristics and purchasing power for sections of the Louisville market.

Can Be Applied Anywhere.

The methods so far pursued, and those still in progress in the completion of this survey, are those applicable in any section and to wholesaling and retailing in any industry, with the same objective of reducing community losses through unsound business practice.

The conference and the survey work which has preceded it constituted an experiment in the common-sense of eliminating wasteful practices which it is believed will set a standard for accomplishment in hundreds of other communities.

F. M. Feiker, managing director of the Associated Business Papers, was conference chairman. In his opening address Mr. Feiker pointed to the fact that this meeting was "not a chance discussion of the problems of the food business. It results from a definite effort originally inaugurated by President-elect Hoover to undertake fact-finding studies in the costs of distribution."

Improved Methods of Distribution.

Among the points discussed at the conference were the economic necessity for improved methods of wholesaling and retailing, and the improved outlook for the retailer. A description of the methods used and the results obtained by this use in making the Louisville grocery survey was given.

At the evening session William Butterworth, president of the U. S. Chamber of Commerce, discussed the national importance of improved distribution. O. H. Cheney, vice-president of the American Exchange Irving Trust Co., New York, spoke on "Meeting Competition with Modern Methods."

The conference was attended not only by grocery trade representatives, but by food executives and by industrial and merchandising executives outside the food industries, so general was the interest in this plan of the Department of Commerce to get down to rock bottom and find out the real facts about distribution.

The conference heartily endorsed the plan, and the work of Dr. Frank M. Surface and his associates and their Louisville cooperators in carrying it out. A food industry committee was appointed to devise plans for extending the plan to give it a national scope.

The meat industry was represented at the conference by E. L. Rhoades of the Institute of American Meat Packers, and on the resolutions committee by Paul I. Aldrich, Editor of THE NATIONAL PROVISIONER.

PREMIUM FOR HEALTHY HOGS.

Some revision has been made of the rules on which the 10c premium is paid for hogs properly tattooed as indicating their origin in sections accredited free from tuberculosis.

At a meeting of the National Live Stock Exchange held in Chicago and attended by the various packers, it was agreed that:

"Effective March 1, 1929, the premium on certified hogs bred and fed in accredited counties will be paid only on these individual producers' consignments which, on post-mortem, are reported by the government inspectors as having less than 10 per cent of the hogs in such a consignment retained for tuberculosis.

"The premium will not be paid on any individual producer's consignment that has one or more carcasses condemned or sterilized for tuberculosis.

"The committee strongly favors the system whereby each farm or farmer is given a permanent code of letters, which brand mark is to be registered in the office of the livestock commissioner at each market, and this system is to be put into operation at all markets just as soon as possible."

The regulation previously adopted that the premium will be paid only on those certified accredited hogs which show legible marks on the killing floor after the hair has been removed is to be adhered to at all points where the premium is being paid.

Gobel Doubles Surplus Eastern Meat Concern Shows Very Remarkable Growth

The third annual report of Adolf Gobel, Inc., and subsidiaries for the calendar year ended December 31, 1928, showed a surplus of \$1,081,146.16. This is double the surplus at the beginning of the year.

As noted in THE NATIONAL PROVISIONER of February 23, the sales of the organization for the calendar year totalled \$21,244,819, with a net profit for dividends after taxes and other deductions of \$563,331.

During the year the company acquired, through purchases for cash or exchange of stock, controlling interests in the Howard Provision Co., New York City; Playland Refreshment Corporation, Rye Beach, N. Y.; B. Meier & Son, Inc., New York City; A. Löffler Provision Co., Benning, D. C.; T. T. Keane Co. and the Keane Provision Co., both of Washington, D. C.; Hertz Bros., Milton, Pa.; Merkel, Inc., Jamaica, N. Y.; C. Lehmann Packing Co., Brooklyn, N. Y., and the United Sausage Co., Boston, Mass.

These companies are now operated as subsidiaries of the parent organization. The majority of them are old established businesses, some of which have been in existence more than half a century.

The Combination with Decker.

Commenting on the recent exchange of stock with Jacob E. Decker & Sons, President Frank M. Firor made the following comment in his letter to the stockholders:

"When a manufacturing and selling organization attains the volume of sales that your company and its subsidiaries has now reached, approximately \$30,000,000 annually, it must take steps to assure for itself a source of supply for its raw materials. Your president is pleased to announce to the stockholders that on February 2, 1929, a contract was entered into to acquire for your company more than 80% of the common stock of Jacob E. Decker & Sons of Mason City, Iowa, through an exchange of four shares of stock of your company for each one share of common stock of Jacob E. Decker & Sons. If the entire issue of common stock of Jacob E. Decker & Sons is acquired under the terms of this contract a total of 57,992 shares of stock of Adolf Gobel, Inc., will be issued in exchange therefor.

"Jacob E. Decker & Sons is an old established packing concern, operating in the heart of one of the richest corn and hog raising centers of the United States. Its sales are approximately \$16,000,000 a year, and last year it killed more than 600,000 hogs.

"For the fiscal year ended October 31, 1928, this unit, of which we have contracted to acquire control, reported
(Continued on page 52.)

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

CLAIMS ON FEEDING CHARGES.

A small packer in an Eastern state has been having difficulty with railroads in the collection of claims for dead hogs, also on feeding charges. He says:

Editor The National Provisioner:

We have been having a good deal of trouble in collecting our claims for dead hogs, and also on feeding charges.

The distance from our plant to the central market from which we buy is 100 miles by auto, and when the stock cars are held up, it is for the convenience of the railroad company. We do not feel that we should pay for feed in that event.

We are enclosing our claim papers that have just been returned by the railroad company, and will be glad to have your opinion regarding this matter.

From the evidence presented by this packer, it appears that he has not taken the best care of his own interests in presenting his claims for dead hogs and overcharge on feeding.

His shipment met with a delay of more than 24 hours, so he must have had an excessive shrink, for which he made no claim. However, he can still collect on this if he refiles an amended claim promptly.

As this shipment did not cross a state line, the federal 28-hour law can have no bearing on it. Only the state law would apply, but it is probable that the state has a similar law.

Neither the expense bill nor the shipping contract submitted by this inquirer shows that the shipper released the shipment to a 36-hour limit, so information is lacking on this point.

This packer should proceed upon the theory that REASONABLE handling of his shipments would deliver them from the central market to his plant well within 28 hours. If any shipment is so delayed that a longer time is required, he should refuse to pay the feed bill on the grounds that the shipment was fed for the carrier's account. At the same time claim should be filed for any excess shrink due to the delay.

This car apparently received very poor handling by the railway company in the movement from the central market to the point of delivery. It is shown that the car left the yards at noon one day and arrived at its destination at 7 p. m. the following day. The distance between the two points was 150 miles, yet it required 31 hours for the trip.

This is at the rate of 4.8 miles per hour and the stock could have been driven almost as fast.

It seems impossible that any railroad man could claim that such handling was "reasonable."

The charge made by the railroad company for feed is excessive, even if the claimant had to assume the feeding. It should not have been more than \$4.50, plus 50c for labor, and anything over this is exorbitant.

Packers who are not collecting their just due from the railroads on claims for livestock injured or killed in transit, losses due to shrinkage, etc., are invited to write THE NATIONAL PROVISIONER, stating the facts in full.

Copies of the complete series of articles on "Livestock Shipping Losses" may be had on application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

REINDEER MEAT UNINSPECTED.

Reindeer meat may be shipped interstate in the United States without federal inspection. When marked for identification, it may be received and handled as such in federally-inspected plants and used in the preparation of U. S. inspected and passed meat and meat food products when such articles are appropriately labelled.

This statement regarding reindeer meat was made by a joint committee of the Department of the Interior and the Department of Agriculture, of which Dr. John R. Mohler, chief of the Bureau of Animal Industry, was a member.

The statement says further that no contagious disease has ever been encountered and no reason has appeared why the sale or use of reindeer meat should require federal, state or municipal health inspection for the detection of disease. However, state or municipal inspection may be appropriate to determine whether the reindeer meat may have become spoiled due to improper storage or handling.

Large herds of reindeer are now maintained in Alaska and reindeer meat and by-products are being shipped into the United States each year.

BEEF GRADING IN CANADA.

Beef grading in Canada is to be undertaken under regulations framed by the dominion government, according to an announcement made at the annual meeting of the Ontario Cattle Breeders' Association recently. The proposed system will be voluntary at the beginning and will be confined to cities where there are facilities for inspection and grading at the time of slaughter. It is hoped that this grading will have a stabilizing effect on the market for the best types of beef, and thereby induce the production of higher quality cattle.

The gradings will be shown by colored markings, which will appear on the retail as well as the wholesale cuts.

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

TRUNZ PORK STORES GROW.

The January, 1929, sales of the Trunz Pork Stores, Inc., including those of the new stores, totaled \$503,143, an increase of \$89,428 or 21.6 per cent over January, 1928. The company has opened its thirtieth store in New York and Brooklyn and expects to close other leases shortly.

WHEN 10c FOOD STORES GROW.

The 10c food chain stores in certain sections of the East are reported to be making progress when they locate in neighborhoods that consist largely of small families, and where they have attractive stores featuring nice looking small packages. They attract little attention when they confine their efforts to bargain lots and to the types of packages that are normally sold at 10c.

CHAIN STORE NOTES.

American Stores, Inc., of Philadelphia, is said to be negotiating for a chain of over 1,000 stores in territory adjacent to its present activities.

Jones Markets, Inc., is a new grocery chain to be operated in Milwaukee, Wis., and suburbs. One store has already been opened and it is expected that 10 stores will be in operation by June 1. Meat will be handled in some of the markets. The officers of the company are A. O. Jones, president; William Resch, vice-president; C. M. Jones, secretary-treasurer; and Miss S. A. Everson, assistant secretary.

Extension into Southern California is planned by MacMarr Stores, Inc., where 300 stores are to be located. When the California negotiations are complete the holdings of the company are expected to be worth between \$8,000,000 and \$10,000,000.

Authorization for an increase in the no-par common stock of the Kroger Grocery & Baking Co. from 2,000,000 to 3,000,000 shares will be asked of the stockholders at the annual meeting March 6. Holders of the common shares of record February 11 will be entitled to vote.

The 1928 sales of the National Tea Company amounted to \$85,881,696 compared with \$58,801,377 in 1927. This is equivalent to \$17.08 a share on 150,000 shares no par common stock of the company, compared with \$12.17 in the previous year. The net income of the company for the year was \$2,822,440 compared with \$2,046,041 in 1927.

Sales of the American Stores, Inc., for the first five weeks of 1929 totaled \$13,027,326 compared with \$12,074,537 in the same period of 1928, or an increase of 8.4 per cent.

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.

the Trunz
se of the
increase
er Janu-
opened its
d Brook-
er leases

n certain
ted to be
locate in
argely of
ney have
e looking
little at-
ir efforts
types of
ld at 10c.

Philadel-
ng for a
territory
cies.

v grocery
ilwaukee,
e has al-
expected
ration by
in some
s of the
resident;
t; C. M.
and Miss
etary.

California
res, Inc.,
located.
tions are
company
between

se in the
e Kroger
2,000,000
asked of
meeting
common
1 will be

onal Tea
696 com-
. This is
n 150,000
k of the
17 in the
ne of the
\$2,822,440
927.

res, Inc.,
9 totaled
12,074,537
or an in-

a dry salt
Packer's
r's guide.

March 2, 1929.

THE NATIONAL PROVISIONER

29

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERSPublished Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, ChicagoOTTO V. SCHERRE, *President.*
PAUL I. ALDRICH, *Vice-President.*
OSCAR H. CILLIS, *Sec. and Treas.*PAUL I. ALDRICH, *Editor and Manager*

GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.,
CHICAGO, ILL.
Telephone Wabash 0742, 0743, 3751.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.

55 West 42d St., New York
Telephone Chickering 3139

PACIFIC COAST OFFICE.

461 Market Street, San Francisco, Calif.
NORMAN C. NOURSE, *Mgr.*TERMS OF SUBSCRIPTION INVARIABLY
IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

INSTITUTE OF AMERICAN MEAT
PACKERS.Chairman of the Board—F. S. Snyder,
Batchelder & Snyder, Boston, Mass.President—Wm. Whitfield Woods, Institute
of American Meat Packers, Chicago.Vice-Chairmen—E. A. Cudahy, Jr., Chi-
cago; Jay C. Hormel, Austin, Minn.;
Chester Newcomb, Cleveland, Ohio; A. T.
Rohe, New York.Treasurer—Henry Neuhoof, Neuhoof
Packing Co., Nashville, Tenn.Central Administrative Committee—Oscar
G. Mayer, Oscar Mayer & Co., Chicago;
Jay E. Decker, Jacob E. Decker &
Sons Co., Mason City, Iowa; A. T. Rohe,
Rohe & Brother, New York; F. Edson
White, Armour and Company, Chicago;
G. F. Swift, Swift & Company, Chicago;
Thomas E. Wilson, Wilson & Co., Chi-
cago; and F. S. Snyder and W. W. Woods
ex-officio.Institute Plan Commission—Thomas E.
Wilson, Chairman, Wilson & Co., Chicago.Directors (3 year term)—Oscar G.
Mayer, Oscar Mayer & Co., Chicago; T. P.
Breslin, Standard Packing Co., Los An-
geles, Calif.; W. F. Schluderberg, Wm.
Schluderberg-T. J. Kirdle Co., Baltimore,
Md.; Thomas E. Wilson, Wilson & Co.,
Chicago; F. R. Warton, Allied Packers,
Inc., Chicago; A. T. Rohe, Rohe & Broth-
er, New York.Directors (2 year term)—Charles E.
Herrick, Brennan Packing Co., Chicago;
G. F. Swift, Swift & Co., Chicago; Elmore
M. Schroth, J. & F. Schroth Packing Co.,
Cincinnati, Ohio; L. E. Dennig, St. Louis
Independent Packing Co., St. Louis, Mo.;
John R. Kingham, Kingan & Co., Indian-
apolis, Ind.; E. C. Andrews, Jacob Dold
Packing Co., Buffalo, N. Y.Directors (1 year term)—J. E. Decker,
Jacob E. Decker & Sons, Mason City,
Iowa; F. Edson White, Armour and Com-
pany, Chicago; R. T. Keefe, Keefe-Le
Sturgeon Packing Co., Arkansas City,
Kans.; S. T. Nash, Cleveland Provision
Co., Cleveland, Ohio; J. W. Rath, Rath
Packing Co., Waterloo, Iowa; Frank M.
Flrur, Adolf Gobel, Inc., New York.

To Get Meats Displayed

Quality in meats and meat products
always has been important. Today,
however, the housewife is insisting,
more than ever before, that the mer-
chandise be neatly prepared and at-
tractively displayed.

This habit is adding another responsi-
bility for the packer. His products
must not only have quality, but that
quality must be apparent.

Meat plant methods and processes
have been so standardized, and informa-
tion on means and methods are so gen-
eral, that it is not difficult these days
for the meat packer to produce high
quality merchandise.

His greatest task is to win customer
acceptance for his products. This can
be done in no more effective manner
than by preparing them so that the cus-
tomer will desire them when she sees
them.

If the meat packer were sure his mer-
chandise would be handled and dis-
played properly in the retail store, the
problem would not be a difficult one.

But with packers and other food
manufacturers turning more and more
to packages and wrapping, counter dis-
play cartons and other means to attract
customers' attention, room on counters
and in display cases is not always avail-
able. Some products, it is certain, do
not receive the prominence their manu-
facturers would like to see them given
in the retail store.

What will the retailer do as more and
more packers wrap and package their
products and pack them in containers
for display to customers?

He probably will do just what he is
now doing to some extent. He will re-
move the contents of some of the dis-
play containers and put the products in
the ice box or in refrigerated counters,
often without much regard for the
display they make.

The products that make the best and
most attractive showing and can be
handled easiest will be displayed. The
others will have to give way, in many
instances, to those that are prepared
better.

Thus competition is gradually being
extended beyond quality of product to
include also the packages and acces-
sories for displaying them.

Just any sort of a package, wrap-
ping, display container or other mer-
chandising aid designed to attract cus-
tomer attention and create the desire
to buy will get no better proportional
results than do below-the-average sales
efforts and direction.

Better merchandising is bringing with
it greater rewards and greater respon-
sibilities. Not the least of these is the
responsibility to assure, as far as pos-
sible, that meats and other products
receive at least their proportional share
of the prominence the retailer gives to
the other merchandise he has on his
counters for sale.

Why the Hide Price Drop?

What has happened to the hide
market?

Hide prices have been tobogganing,
having lost 6c to 7c a pound since the
first of the year, and now stand 10c to
12c a pound lower than last year.
Indeed, hides seem to be approaching
the low point which, it will be recalled,
faced the hide industry shortly after
the World war.

This drop in hide prices is taking
place when there is no great accumula-
tion of hides in the hands of tanners,
when the hide production is lower than
usual, and when the prospects are for
limited hide output for some time to
come.

A search for a reason for this situ-
ation by a Pacific Coast authority
brought out the fact that competition
from substitutes is believed to be the
answer.

Last year, for instance, manufactur-
ers of composition soles took away from
leather tanners an amount of business
equivalent to the product of 750,000
hides. Composition soles are said to be
less dressy and less comfortable than
leather soles, but they can be made
more cheaply. American shoe manu-
facturers made 3,000,000 more shoes in
1928 than in 1927, but the amount of
sole leather used in their manufacture
was 15 per cent less than in the pre-
ceding year.

Are packers and cattle raisers going
to have the job on their hands of popu-
larizing leather, as well as finding an
improved market for beef as they are
having to do today?

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

Lard Color and Hardness

Cooking hog fats at too high temperatures and for too long a period is pretty certain to result in lard with an unsatisfactory color.

A Northern packer complains of this and of the consistency of his lard.

Editor The National Provisioner:

We are having difficulty in getting a white color on our lard; in addition, it gets soft and oily during the summer months.

We render in open kettles, using only killing and cutting fats, but no bones. The fats are strictly fresh when they go to the tanks, and the leaf and gut fats are included in each tank.

The lard is cooked for about 9 hours under a steam pressure of from 60 to 70 lbs. It is then put through a hand press, after which it is run into a galvanized settling tank with no agitator, although we have just received one. After chilling overnight, the lard is run into packages.

We would appreciate any information which would help us to get away from this trouble.

This inquirer is having trouble not only with his lard being soft and oily during the summer months, but in securing a good color.

His difficulty in getting a white color is probably due to the fact that he is scorching his lard, due to cooking at too high temperatures.

He says he cooks for about nine hours under a steam pressure of from 60 to 70 lbs. About three hours at a steam pressure of 30 lbs. would be better.

Open-Kettle-Rendered Lard.

To secure best results in making open-kettle-rendered lard, the product should be handled as follows:

Handle the clean fats directly from the killing or cutting floor as quickly as possible, hashing them into the kettle while under full agitation, and apply steam to the jacket of the kettle. As the moisture is driven off, a cloud of steam will arise.

Agitation should be continued until there is no further evolution of steam from the contents of the kettle, and until the light brown, dry cracklings float upon the top.

This requires about 3 hours, depending upon the quality of the fat used, the size of the kettle and the amount of steam pressure. The steam is then cut off, the agitation stopped and the contents of the kettle allowed to settle.

Then draw off the lard and strain it through heavy drilling to remove all fine cracklings.

The lard must be made clean and dry before it is put into storage, and then there will be no trouble with the keeping qualities.

Drain the cracklings thoroughly and put them through the press. A continuous press is used in the larger es-

tablishments, and a small curb press where the production is not large.

The general practice is to filter this crackling lard through a bed of cracklings on the next run. Some manufacturers prefer to strain the cracklings through a perforated plate and later run the lard through a filter press to remove the scrap.

Avoid Over-Cooking.

A common error in making open-kettle-rendered lard is to use too high a steam pressure in cooking. As stated, 30 lbs. is high enough. After the moisture has been pretty well evaporated from the fat, a continuation of heat to drive off the final moisture has the effect of scorching the fat; and the higher the temperature used, the more the lard will be scorched.

To obtain the sweetest flavor and the whitest color, the steam pressure should be cut off altogether a few minutes before cooking is finished and after the moisture has been given off. Continue the agitation, allowing the agitation and the heat in the product to complete the drying.

Intense agitation should be continued throughout the operation, so that the product will be evenly and uniformly cooked.

To Prevent Soft Lard.

To overcome the trouble with soft lard, the lard should be chilled rapidly—the quicker the better. If lard is allowed to cool off gradually, there is possibility of separation of the stearine and oil, resulting in an unsatisfactory product.

The addition of a small percentage of lard stearine—say 2 per cent, or as much as 5 per cent or more, if necessary—is a good way to help overcome this trouble. Lard stearine may be used and the product still be pure lard. No other kind of stearine should be added.

It may be found necessary to install a lard roll, if the trouble cannot be overcome by quick chilling or the use of stearine.

Fresh Mortadella Sausage

How should fresh Mortadella be handled to get best results?

A Northern sausage maker writes as follows regarding his product:

Editor The National Provisioner:

We make Mortadella, and have a formula that is entirely satisfactory to us, but we are not sure we handle the product right through the smokehouse. Can you tell us the best way to process this sausage, to be sold fresh?

Mortadella is a product that is really cooked in the smokehouse. Following is the method of handling through the smoking, cooking and drying processes:

After the Mortadella is stuffed, it is put in a cooler of 36 to 38 degs. temperature for from 24 to 48 hours. Then it goes to the smokehouse at a temperature of 70 to 72 degs. for three hours; then 90 to 95 degs. for three hours. The temperature is then gradually raised to 140 to 145 degs., until the sausage is cooked through, which requires about 12 hours.

After this it is taken to the cook room and cooked 1½ hours at a temperature of 155 degs. It is taken from the cook room and, after the moisture is off, each piece is wrapped in muslin and taken to the dry room, which is held at a temperature of 54 to 56 degs. The cloths are removed from the sausage on the second day.

This wrapping is important, because the sausage is case-hardened or shelled when it leaves the smokehouse, and the wrapping in muslin or cheese cloth prevents wrinkling and softens the shell.

The product is then ready for market as fresh Mortadella. Or it can remain in the dry room for an indefinite time to dry out, and can then be sold as the dried Mortadella.

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.
Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 5c stamp.

Grading Sheep Skins

A producer of sheep and lamb skins asks regarding the grading of pickled skins. He says:

Editor The National Provisioner:

Can you give us some information with regard to the classes into which sheep and lamb skins are graded after they are pickled?

A general grading of sheep skins may be said to fall into the following classifications:

Sheep skins are graded first as clear, smooth skins without indentations. Such skins come from sheep bearing coarse wool.

Ribbed skins fall into the second grade. They are marked with a regular pattern and come from sheep bearing choice grades of wool.

The usual grades of clear sheep skins include clear 5X, 4X, 3X, 2X and No. 1 culls. These grades indicate the size of the skins, except in the case of culls, which are clear skins of any size having defects due to skin diseases or to scoring, or to cutting in handling.

The usual grades of ribbed skins are ribbed 3X, 2X, X and No. 1, which correspond to the same sizes and grades of the clears, except that they are ribbed skins.

Lamb skins are graded No. 1, No. 2, No. 3, ribbed, high, cockle, No. 1 rejects and rejects.

Ribbed skins are due to folds or wrinkles in the skins, when so pronounced that they can not be smoothed out in processing, and which suggest ribs showing through an emaciated skin. They are caused by the weight of the wool on the skin. The traces of these folds are plainly seen on the finished leather.

Cockle is a defect in the skin which shows up as dark patches on the grain of the tanned skin. The primary defect, however, is not the stain but the brittle hardness of the patch. Cockle is thought to be the result of a digestive disturbance resulting from confinement and dry feed.

Holding Lamb in Freezer

What is the proper storage temperature for frozen lamb?

A Northern packer says he has been storing this product for a number of years, but that he has better success some years than others. He writes as follows:

Editor The National Provisioner:

We are very anxious to get a schedule for cold storage temperatures for frozen lamb to be held for the winter months. We have kept this product for many years, but have had better luck some years than others, and would like to know just what is right.

It is probable that the difference this inquirer has encountered in holding lamb in the freezer is due to the differ-

ence in the condition of the product before it goes into freezer storage. After being thoroughly frozen, storage at a temperature of 15 degs. above zero is regarded as best.

This product is very subject to freezer burns, and the lower the temperature of the freezer, the more quickly these burns occur.

It is good practice to protect the lambs in the freezer by packing in paper bags, especially prepared for frozen lambs for storage.

Storing Tallow in Ground

Can tallow be successfully stored in a concrete tank in the ground?

In many localities in the Western country, packers and butchers who do not have refrigeration bury their hides in the ground until sold, and also store tallow and fats in a similar way.

A Western packer writes as follows regarding this:

Another Saving in Dehairing Hogs

A simple change in methods in one department of a meat plant often will effect economies and increase efficiency out of all proportion to the cost of making the change.

Packers for years have used anywhere from one or two to eight or ten men on the hog dressing rail—depending on the size of the plant—to shave off and singe hair from hogs after they have come from the dehairer.

One company reports that, on an average, 20 per cent killed are put through the dehairing machine the second time at some seasons of the year.

These "go-backs" decrease production and increase killing costs. In addition, orderly procedure on the killing rail is disturbed, and labor lost when it is necessary to switch a hog from the dressing rail and return it to the dehairer.

Cut Out Extra Hand Labor.

If a method could be devised whereby hogs would be dehaired cleanly, and the use of hand labor eliminated or reduced, the possible saving in labor and killing floor expense would be obvious.

Such a method has been worked out, and is in operation in the plant of Wilson & Co. at Kansas City, Mo. And it is so simple and efficient that one wonders it was not thought of long ago.

The hogs are put through the dehairing machine in the regular manner. As they come from this machine they are inspected, and such portions and areas of the animal as are not clean of hair are painted with a solution of rosin and oil, in the proportion of 80 per cent of oil and 20 per cent of rosin.

The clean hogs and those on which but a very little shaving or singeing is

Editor The National Provisioner:

We have a large concrete tank in the ground here, and are wondering if it could be used successfully for storing tallow in bulk, or whether it would have a tendency to put acid in the tallow?

This inquirer could use the concrete tank in the ground for storing tallow, provided it does not leak. There is no danger of it putting acid in the tallow.

In fact, it would have a tendency to neutralize the acid. There may, however, be some trouble with the tallow eating the surface of the tank.

It would be necessary to have the tank equipped with steam coils for melting the tallow, so it could be pumped out. Also, some arrangement would have to be made for cleaning the tank regularly.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

necessary pass onto the dressing rail and are processed in the usual manner.

Those that have been painted, indicating that considerable shaving or singeing is necessary, pass through a polishing machine, where a very large proportion of the hair remaining is removed. From this machine they pass onto the dressing rail.

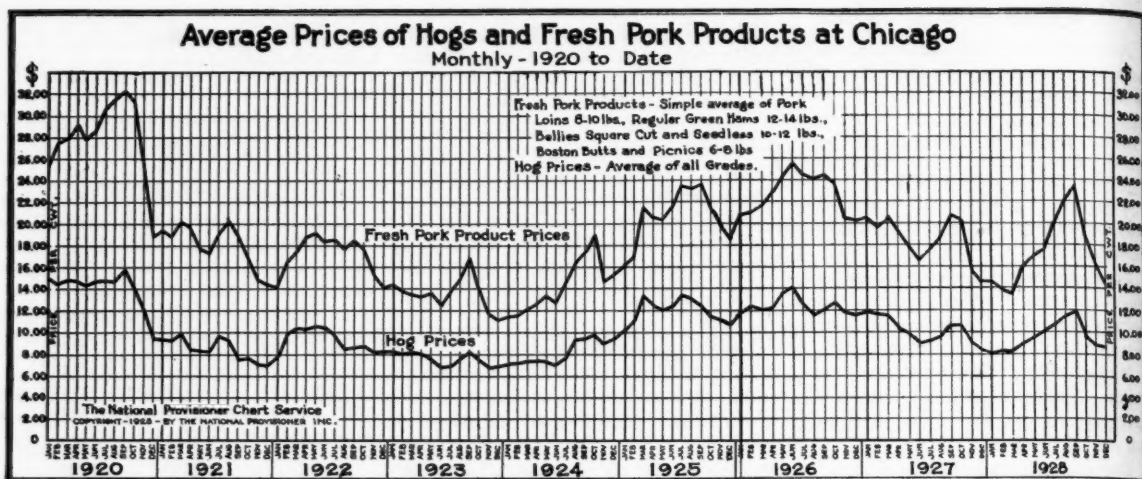
Economies That Result.

Dehairing the hogs in this manner has effected a number of economies for this company, and materially increased the number of hogs that can be handled through the department in a day.

At times, depending on the season, this company found it necessary to send through the dehairing machine a second time as high as 20 per cent of the daily kill. In addition to the extra expense on these particular animals, the routine of the department was interrupted and the work on the dressing rail slowed up. Now the hogs pass through the room in an uninterrupted stream and each workman is able to accomplish more.

In fact, this simple stunt of handling hogs that are not clean when they come from the dehairer has increased the capacity of the department from 300 to 400 hogs an hour. Now, the company reports, not more than 25 hogs a month are sent through the dehairer a second time.

Obviously, if the hogs are practically clean when they come from the polisher, there is little need for many shavers and singers. As a matter of fact, the need for eight of these workmen no longer exists in this case. One or two men are now able to handle the work that formerly was done by ten.



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trends of average prices of fresh and cured pork products in carlots and live hogs at Chicago for the past nine years.

Fresh pork products throughout the period have shown sharper fluctuations than the cured product, and in 1928 reached one of the highest points in the post-war period, the peak being practically 6c above that for the cured product. The fluctuations in hog prices and cured product prices, as shown on the charts, are more nearly comparable.

More influences enter the market on the fresh product making sharper price swings from day to day and period to period. The freezer is the principal stabilizing influence that may be used when fresh product is in large supply and when either a break in the weather or the competition of fresh vegetables and fruits is unusually keen.

Within certain limitations cured product, on the other hand, may be held over considerable periods

or until the price situation shows sufficient improvement to bring a profit on its sale.

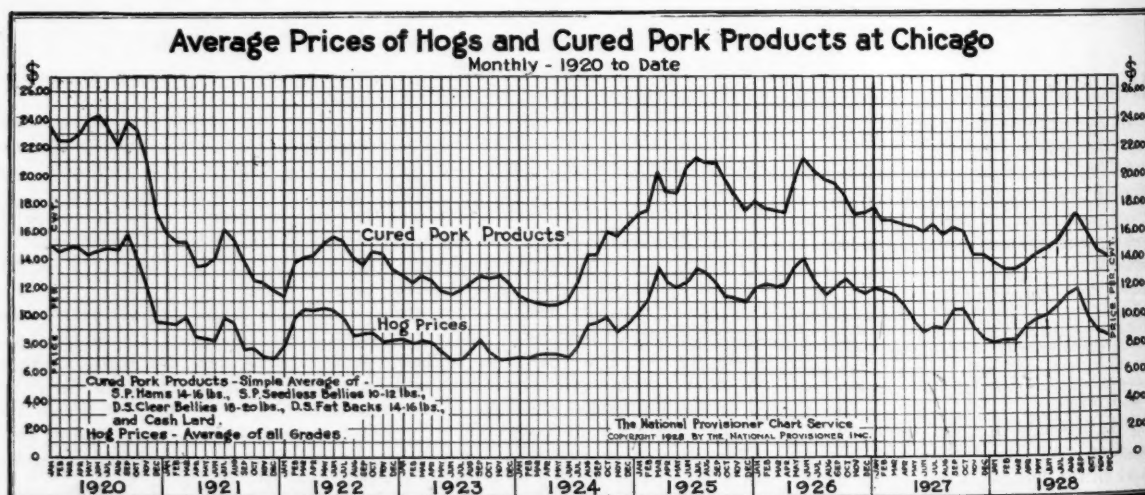
During 1928 the hog runs, with two exceptions, were the highest of record. Fortunately for hog producers and pork packers, beef was in somewhat limited supply, and was moving at price levels well above those for fresh and cured pork products. As a result per capita consumption of pork and lard during the year was unusually high and was the third highest of record.

In the early months of the year hogs came in unusually large numbers, and both hoof and product prices were considerably depressed. With the lessening of the receipts, which began falling off sharply in April, and which dwindled to a low level throughout the summer months, prices showed a sharp increase, bring-

ing the August average price of fresh pork to one of the highest points since 1920.

Corn in many sections of the country was scarce, and many hogs were run on grass and marketed in the early fall months that ordinarily would have been marketed earlier. This had the effect of reducing the summer marketing and increasing the fall runs, a large proportion of old crop hogs being marketed in the latter part of September and October.

The year 1928 was marked by price depression and price inflation. It was a year during which the merchandising of hog product was difficult, when hog marketings had the effect of forcing operations onto a speculative basis, thus creating many difficult problems which the packer now must solve.



Provision and Lard Markets

WEEKLY REVIEW

Market Irregular—Hogs Strong—Western Run Light—Cash Trade Fair—Hedge Pressure Continues—Speculative Feeling More Friendly.

The market for hog products, particularly lard, was fairly active the past week, but irregular price fluctuations were again the feature. Although the hog situation was strong, the future market again had difficulty to maintain small upturns. Commission house absorption was rather persistent, but hedge pressure was constantly in evidence on the rallies. This, with some liquidation by tired holders, served to halt the recoveries.

Cash trade was fair. The western hog run was small. This served to bring about a more friendly feeling towards product in speculative quarters. Strength in cotton oil imparted some steadiness to lard, but the lard market at the present time is carrying a large volume of hedges, with speculative interests on the long side, while the short interest is largely credited to packers and warehousemen.

With the run of hogs at western packing points comparatively light throughout the week, there was further indications that the winter run was practically over. The question of how soon the smaller movement would show up in reductions in the stocks on hand, however, was one of the questions before the trade. At any rate, in some cash circles, as well as in commission house quarters, there was more of a tendency to look optimistically on lard at the ruling levels.

While the stocks are unquestionably large, it was pointed out that the supplies are in strong hands. This will prove a beneficial factor, it is maintained, in the long run. The weather continued rather unsettled and more or less against the movement. This may mean an increased run when more favorable weather comes, but nevertheless, reports from the country this week have indicated that the heavy run is over. The season of increased farm work is rapidly approaching and this always has some influence in slowing up marketings.

Hog Prices Higher.

The outward movement of lard was lighter for the week ended February 16, totaling 11,157,000 lbs., compared with 14,167,000 lbs. the same time last year. The shipments, however, from January 1 to February 16 officially totaled 110,803,000 lbs., compared with 110,310,000 lbs. the same time last year. During the week ended February 16, Germany took 1,962,000 lbs.; the United Kingdom, 5,699,000 lbs.; Cuba, 1,341,000 lbs.; Netherlands, 941,000 lbs.; other European, 384,000 lbs.; other countries, 830,000 lbs.

The exports of lard during January, according to the Department of Commerce, were 89,931,000 lbs., compared with 70,659,710 lbs. the same time in 1928. The exports of bacon in January were 18,014,474 lbs., against 11,

660,212 lbs. last year; hams and shoulders, 11,187,006 lbs., against 10,004,868 lbs. last year; Cumberland sides, 250,960 lbs., against 426,247 lbs.; Wiltshires, 216,400 lbs., against 120,958 lbs. last year; fresh pork, 1,658,245 lbs., against 1,253,727 lbs.; pickled pork, 3,601,169 lbs., against 2,143,462 lbs. last year.

The average hog price at Chicago at the beginning of the week was 10.70c compared with 10½c a week ago, 8½c a year ago, and 11.60c two years ago. The average weight of hogs received at Chicago last week was 228 lbs., against 230 lbs. the previous week, 232 lbs. a year ago and 231 lbs. two years ago. It is evident that not only was the run more moderate, but the hogs were slightly lighter in weight as well.

Export Prospects Good.

Some of the buying of futures of late has been through houses with foreign connections. There also appeared to be some buying of lard against sales of cotton oil. The oil market displayed independent strength, but in oil quarters the attitude towards lard the past week was distinctly more friendly. The belief in continued good consumption of fats in this country for some little time to come remains in evidence, while the impression prevails that the recent severe wintry weather abroad, and high prices of feedstuffs, has further cut into the livestock population, particularly of central Europe. This, it would appear, would tend to bring about a better foreign demand later on. The export situation, as a result, is being watched rather closely.

The domestic trade, it is felt, will be decidedly encouraged by the first signs of demand eating into the stocks on hand, but in the long run, the question of future prices of both hogs and hog products lies in the hands of the raiser. A continued moderate run of hogs to market cannot be ignored forever, while persistent advances in the price of live hogs must be reflected sooner or later in the value of products.

The unofficial exports from Atlantic ports for the week ended February 23rd follow:

	Pork, Bris.	Lard, Lbs.	Meats, Lbs.
Liverpool	75	1,339,000	1,751,000
London		817,000	475,000
Glasgow		179,000	120,000
Bristol		809,000	115,000
Other English ports		1,370,000	130,000
Antwerp		462,000	164,000
Germany	10	4,024,000	60,000
Holland		294,000	
Other Con. ports		2,108,000	75,000
Elsewhere		847,000	
Total	85	12,240,000	2,833,000

PORK—The market was quiet in the east, but was very steady. Mess at New York was quoted at \$30.50; family, \$34.00@36.00; fat backs, \$30.00@31.00. At Chicago, mess was quotable at \$30.00.

LARD—Demand was fairly good and prices about steady, influenced by the stronger hog tone. At New York, prime western was quoted at 12.45@12.55c; middle western, 12.25@12.35c; New York City, 11½@11½c; refined continent, 12½c; South America, 13½c; Brazil kegs, 14½c; compound, car lots,

12½c; less than cars, 12½c. At Chicago, regular lard in round lots was quoted at 7½c under March; loose lard, 102½ under March; leaf lard, 130 under March.

BEEF—Demand was moderate, but the market steady. Mess at New York was quoted at \$25.00; packet, \$25.00@26.00; family, \$27.00@28.00; extra India mess, \$44.00@46.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00 @80.00 per barrel.

See page 39 for later markets.

MEAT TRADE IN FEBRUARY.

A fairly large volume of fresh pork moved into consumption during the month just closed, but the wholesale price levels of the fresh cuts were unsatisfactory, considering the relatively high prices paid for hogs, according to a review of the meat and livestock situation issued by the Institute of American Meat Packers.

Prices of hogs at Chicago averaged 25 per cent higher than in February of last year, whereas supplies of hogs at the principal markets were only 15 to 20 per cent below the total for the same month of last year.

The dressed beef trade was unsatisfactory during the first half of the month, owing to the relatively large supply on the market, but improved somewhat during the last two weeks when receipts of cattle were lighter.

The export trade was rather quiet both in the United Kingdom and on the Continent. There were some sales of hams for future delivery to the United Kingdom, but the volume was not large. Prices of meats previously landed in the United Kingdom gradually declined during the month.

The export lard trade was quiet. There was more activity in oleo oils, and some large sales were made both from landed stocks and for later shipment from the United States.

The smoked meat trade was fairly good for this season of the year, but the demand was not broad. Wholesale prices of smoked hams and bacon were steady to stronger. The trade in dry salt meats was quiet, with a small increase in prices of some cuts, especially plates.

The domestic lard trade also was quiet. There was practically no change in wholesale lard prices, which are abnormally low in comparison with the price of hogs. Loose prime steam lard at the end of the month was selling for less than the top price of live hogs at Chicago.

The sausage trade was rather good, and prices advanced during the month. The demand for boiled hams was quiet throughout the month.

The average price of hogs at Chicago during the month was higher than during any of the first six months of last year. The quality of the hogs

was generally good, but fell off somewhat at the end of the month, with more unfinished hogs, especially the lighter weights, at all of the markets. Average weights were somewhat under those of February of last year.

Hogs continued to cut out at a loss; that is, the cost of the hogs, plus operating expenses, exceeded the current market value of the products. The loss was considerably greater than in January.

Cattle receipts at the principal markets during February were considerably lighter than in the previous month, and also were lighter than in the same month a year ago.

The beef trade was slow and draggy during most of the month, but showed some improvement in the last ten days.

Hides and skins continued to decline during the month. Stocks were moderate. The cut leather business continues slow.

Receipts of sheep and lambs were lighter than in the previous month. With liberal receipts immediately after the first of the month, the live market declined, but was higher in the latter part owing to a decrease in receipts. The dressed lamb market was very unsatisfactory throughout the entire month.

LESS CANNED MEAT EXPORTED.

Exports of canned meats in Jan., 1929, were about 3 per cent less than in Jan., 1928, according to the following report by the U. S. Department of Commerce:

	January—1929.	—6 mos. ended Dec.—1928.	1927.
Total canned meat, lbs.	999,886	1,033,182	5,467,689
Value	\$373,422	\$399,549	\$1,950,146
Canned beef, lbs.	102,086	161,853	710,088
Value	\$39,882	\$62,206	\$246,917
Canned sausage, lbs.	190,758	217,873	943,545
Value	\$68,623	\$78,797	\$331,080

MEAT AND FAT EXPORTS.

Exports of meats and fats during Jan., 1929, and for 6 months ended Dec., 1928, with comparisons, are given by the U. S. Department of Commerce as follows:

	JANUARY, 1929.	1928.	1927.
Total meats and meat products, lbs.	38,235,245	34,197,009	5,511,743
Value	\$6,899,754	\$5,511,743	
Total animal oils and fats, lbs.	119,980,047	78,582,218	10,806,637
Value	\$12,805,970	\$10,806,637	
Beef and veal, fresh, lbs.	283,790	196,933	43,309
Value	\$68,120	\$43,309	
Beef, pickled, etc., lbs.	733,599	615,941	211,306
Value	\$93,272	\$80,822	
Pork, fresh, lbs.	1,058,245	1,253,727	211,306
Value	\$261,835	\$211,306	
Wiltshire sides, lbs.	216,401	120,958	18,916
Value	\$24,914	\$18,916	
Cumberland sides, lbs.	250,960	426,247	68,049
Value	\$8,470	\$68,049	
Hams and shoulders, lbs.	11,187,006	10,004,808	1,781,120
Value	\$2,145,411	\$1,781,120	
Bacon, lbs.	13,014,474	11,660,212	1,596,069
Value	\$1,857,443	\$1,596,069	
Pickled pork, lbs.	3,601,169	2,143,462	286,954
Value	\$507,388	\$286,954	
Oleo oil, lbs.	4,745,452	4,339,537	9,628,903
Value	\$535,467	\$689,634	
Lard, lbs.	80,981,813	70,659,710	2,063,893
Value	\$11,832,786	\$9,628,903	
Neutral lard, lbs.	1,920,198	2,063,893	300,503
Value	\$279,545	\$300,503	
Lard compounds, animal fats, lbs.	321,236	484,324	40,848
Value	\$40,848	\$68,910	
Margarine of animal or vegetable fats, lbs.	64,897	74,378	12,727
Value	\$2,515,923	\$2,261,468	
Cottonseed oil, lbs.	240,883	833,799	444,022
Value	\$62,068	\$382,980	
Lard compounds, vegetable fats, lbs.		55,191	

SIX MONTHS ENDED DECEMBER.

	1928.	1927.
Total meats and meat products, lbs.	179,748,093	192,000,950
Value	\$32,181,589	\$2,737,543
Total animal oils and fats, lbs.	411,711,537	374,885,218
Value	\$53,899,554	\$1,084,555
Beef and veal, fresh, lbs.	1,053,195	806,142
Value	\$219,546	\$163,225
Beef, pickled, etc., lbs.	4,890,698	6,942,494
Value	\$601,407	\$764,511
Pork, fresh, lbs.	4,423,052	4,272,063
Value	\$736,888	\$736,200
Wiltshire sides, lbs.	536,212	410,911
Value	\$79,386	\$71,930
Cumberland sides, lbs.	2,336,201	5,095,464
Value	\$434,658	\$890,748
Hams and shoulders, lbs.	54,543,276	57,406,878
Value	\$5,013,778	\$5,182,491
Bacon, lbs.	50,613,778	51,822,491
Value	\$7,767,300	\$7,720,670
Pickled pork, lbs.	17,182,813	15,430,671
Value	\$2,646,212	\$2,118,325
Oleo oil, lbs.	29,907,850	31,979,467
Value	\$3,757,937	\$4,480,398
Lard, lbs.	363,094,309	320,369,962
Value	\$47,831,810	\$43,676,781
Neutral lard, lbs.	8,705,467	8,754,701
Value	\$1,218,500	\$1,302,652
Lard compounds, animal fats, lbs.	2,323,750	3,263,982
Value	\$296,912	\$423,198
Margarine of animal or vegetable fats, lbs.	279,610	356,162
Value	\$48,435	\$50,161
Cottonseed oil, lbs.	16,886,023	26,633,524
Value	\$1,587,098	\$2,492,253
Lard compounds, vegetable fats, lbs.	2,945,782	2,510,681
Value	\$394,732	\$347,475

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Feb. 23, 1929:

	Jan. 1, 1929, to Feb. 23, 1929.	Feb. 23, 1928, to Feb. 16, 1929.	Feb. 23, 1927, to Feb. 16, 1928.
Total	402	930	13,024
To Belgium	10	46	46
United Kingdom	345	442	340
Other Europe	1	1	268
Cuba	12	78	20
Other countries	95	410	75

BACON, INCLUDING CUMBERLAND.

	1929.	1928.	1927.
Total	2,542	3,825	2,947
To Germany	60	63	105
United Kingdom	1,773	3,064	2,488
Other Europe	596	645	481
Cuba	1	1	1
Other countries	112	52	82

LARD.

	1929.	1928.	1927.
Total	12,063	13,691	12,049
To Germany	3,428	3,428	2,826
Netherlands	293	1,927	909
United Kingdom	4,923	6,131	5,699
Other Europe	3,237	1,581	384
Cuba	903	2,291	1,341
Other countries	179	1,195	830

PICKLED PORK.

	1929.	1928.	1927.
Total	153	177	421
To United Kingdom	6	27	64
Other Europe	2	1	79
Canada	141	83	206
Other countries	4	67	72

TOTAL EXPORTS BY PORTS.

	Week Ended Feb. 23, 1929.	1928.	1927.
Total	462	2,542	12,963
Hams and shoulders, M lbs.	5	1	1
Bacon, M lbs.	363	458	1,070
Lard, M lbs.	82	1	102
Key West	12	1	903
New York	2,082	351	4
Philadelphia			

DESTINATION OF EXPORTS.

	Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
United Kingdom		345	1,773	
Liverpool		187	1,642	
London		7	10	
Manchester		24		
Glasgow		59		
Other United Kingdom		68	121	
Germany (total)		3,428		
Hamburg		3,390		
Other Germany		38		

CHICAGO PROVISION STOCK.

Stocks of provisions in Chicago at the close of business on Feb. 28, 1929, with comparisons, are reported by the Chicago Board of Trade as follows:

	Feb. 28, 1929.	Jan. 31, 1929.	Feb. 29, 1928.
Mess pork, new, made since Oct. 1, '28, bris.	529	745	209
Other kinds of barreled pork, bris.	28,744	25,394	23,708
P. S. lard made since Oct. 1, '28, lbs.	81,877,735	61,215,690	42,061,340
P. S. lard, made Oct. 1, 1927, to Oct. 1, 1928, lbs.	3,933,414	4,315,814	4,000,424
Other kinds of lard, lbs.	9,431,494	7,504,824	4,390,181
S. R. sides, made since Oct. 1, 1928, lbs.	1,190,931	942,954	1,581,421
S. R. sides, made previous to Oct. 1, 1928, lbs.			134,000
D. S. clear bellies, made since Oct. 1, 1928, lbs.	27,937,588	25,290,527	15,776,065
D. S. clear bellies, made previous to Oct. 1, 1928, lbs.	2,612,440	3,832,307	156,298
D. S. rib bellies, made since Oct. 1, 1928, lbs.	2,729,510	3,178,755	2,765,978
D. S. rib bellies, made previous to Oct. 1, '28, lbs.			95,090
Extra Sh. Cl. sides, made since Oct. 1, 1928, lbs.	253,309	284,060	130,061
Extra Sh. Cl. sides, made previous to Oct. 1, 1928, lbs.			2,000
Sh. Cl. sides, lbs.	515,229	547,602	6,114
D. S. short fat backs, lbs.	5,734,142	4,965,690	6,172,734
D. S. shoulders, lbs.	86,828,888	35,008,173	39,353,169
S. P. skinned hams, lbs.	21,190,131	18,248,736	23,940,168
S. P. bellies, lbs.	31,169,265	29,398,053	24,347,363
S. P. Califormias or picnics, S. P. Boston shoulders, lbs.	15,042,065	10,969,983	13,471,841
Other cuts of meats, lbs.	228,497	1,401,893	154,270
Total cut meats, lbs.	14,499,338	14,728,044	9,338,772
lbs.	159,931,339	148,877,728	138,084,331

EASTERN FERTILIZER MARKETS.

(Special Cable to The National Provisioner.)

New York, Feb. 27, 1929.

Several cars of dried blood were sold from \$4.40 to \$4.50 per unit of ammonia, basis, f.o.b. New York, for prompt shipment, and sellers are quoting \$4.50 for March delivery. South American ground dried blood is offered for March shipment at \$4.60, with bids asked for.

The movement of domestic tankage, both ground and unground, is very limited and the supply is greater than the demand.

Nitrate of soda is firm in price, especially in certain ports like New York, where the price of \$2.22½, ex vessel, is being held to. Very few resale lots are being offered at northern ports.

Trading in cracklings is being done on a small scale, because the views of the buyers and sellers as to price are too far apart to make for business.

1928 GERMAN HOG SLAUGHTERS.

Total hog slaughters at 36 principal centers of Germany during 1928 were greater than in any other year on record, according to cable reports to the U. S. Bureau of Agricultural Economics. Hogs killed in 1928 totaled 5,115 head, compared with 4,397 in 1927, 3,305 in 1926, 3,182 in 1925 and 2,678 in 1924.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Feb. 1, to Feb. 29, 1929, none.

OCK.

Chicago at
28, 1929,
by the
follows:

Feb. 29,
1928.

200
23, 708

42,061,340

4,000,424

4,390,181

1,581,424

134,000

15,776,005

156,260

2,795,978

95,000

130,061

6,114

6,172,734

582,132

39,333,169

23,940,108

24,347,305

13,471,941

154,270

9,338,772

38,034,331

MARKETS.

1929.

ere sold

mmonia,

pt ship-

4.50 for

ground

ch ship-

for.

tankage,

is very

er than

re, espe-

w York,

essel, is

lots are

ing done

views of

rice are

ess.

TERS.

principal

28 were

on rec-

to the

nomics.

5 head,

2,305 in

1924.

m New

one.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A somewhat softer tone developed in the tallow market in the east, with the last business in extra f.o.b. reported at 9½c New York. The latter was off ½c from the previous week. The business, it was said, was in a confidential way, but with buyers holding off, a slightly easier tone materialized. There was no pressure of supplies on the market from producers, although sentiment was a little more mixed as a whole. Consumers were inclined to await developments.

Some of the local element, who attended the tariff hearings at Washington, do not look for any increase in the import duty on tallow, although the indications, they said, were for duties on palm oil and possibly some increases on some of the other imported oils. The latter appears to have made for an awaiting attitude generally.

At New York, special was quoted at 9½c; extra, 9½c; edible, 9½c@10c nominal. At Chicago, the tallow market ruled quiet and about steady, with prime packer quoted at 9½c f.o.b. Chicago, last paid. Buyers and sellers generally were apart in their ideas. At Chicago, edible was quoted at 9½c@9½c; fancy, 9½c; prime packer, 9½c; No. 1, 9½c@9½c; No. 2, 8½c@8½c.

At the London auction on Wednesday, February 27, some 681 casks were offered and 487 sold at unchanged to 1s higher. Mutton was quoted at 44@45s; beef, 42s 6d @ 44s; good mixed, 39s @ 42s. At Liverpool, Australian tallow was unchanged. Choice was quoted at 42s 9d and good mixed at 41s 6d.

STEARINE—The market the past week in the east was weak, with oleo, New York, off about 1c a pound compared with a week ago. Sales were reported at 11c. At Chicago, oleo was dull and barely steady and quoted at 11@11½c.

OLEO OIL—The market was very quiet but prices held steadily. Extra New York, 11½@11½c; medium, 11c; lower grades, 10½c. At Chicago, the market was quiet and about steady, with extra quoted at 11½c.

See page 39 for later markets.

LARD OIL—A fairly good demand was reported, and the market was very steady. Edible, New York, was quoted at 15½c; extra winter, 13½c; extra, 13½c; extra No. 1, 13½c; No. 1, 13½c; No. 2, 12½c.

NEATSFOOT OIL—A moderate demand but a steady price situation prevailed again this week. At New York, pure was quoted at 15c; extra, 13½c; No. 1, 13½c; cold test, 18½@19c.

GREASES—A fair volume of trade featured the market the past week, although in several directions there was a tendency to hold off owing to evidence of a slightly softer tone in tallow. Offerings of greases, however, were not pressed for sale. Producers are well sold up, but on the other hand, buyers were not anxious for supplies and showed a tendency to await developments. On the whole the price situation

was steady. Renewed talk of good possibilities of import duties being placed upon some oils on the free list, and prospects of increased duties on other soapers' imported supplies, served to act somewhat as a stabilizing feature.

At New York, choice yellow and house were quoted at 8½@8½c; superior house, 9c asked; A white, 8½@9½c; B white, 8½@9c; choice white, 9½c. At Chicago, the grease market was rather quiet. Choice white appeared steady, while medium and low grade greases were in fair demand for future shipment. Bids of 9c for choice white were declined, sellers holding for ¼c more. At Chicago, brown was quoted at 8½c; yellow, 8½@8½c; B white, 8½c; A white, 8½@9c; choice white, 9½@9½c.

By-Products Markets

Chicago, Feb. 28, 1929.

Blood.

Demand for blood is comparatively quiet. Some small parcels have moved recently at lower levels, namely, \$4.25.

Unit Ammonia.

Ground and unground..... \$4.25

Digester Hog Tankage Materials.

Digester hog tankage materials in sluggish market. Trading slight; demand lacking.

Unit Ammonia.

Ground, 11½@12% ammonia..... \$4.50@4.75 & 10
Unground, 11½ to 12% ammonia.. 4.50@4.75 & 10
Ground, 8 to 8% ammonia..... 4.50@4.75 & 10
Unground, 8 to 8% ammonia..... 4.25@4.50 & 10

Fertilizer Materials.

Movement in fertilizer materials has picked up a bit, 300 to 400 tons selling recently at \$3.75 & 10c, f.o.b. Chicago, high grade ground. Trading in general good.

Unit Ammonia.

High grd. ground, 10@11% am.. \$ 3.75 & 10
Lower grd., and ungr., 6-9% am. 4.00@ 4.10 & 10
Hoof meal 3.75@ 4.00
Bone tankage, low grd., per ton. 24.00@25.00
Liquid stick 3.75@ 4.00

Bone Meals.

Bone meals show no change from previous inactivity. Prices nominal.

Per Ton.

Raw bone meal..... \$50.00@55.00
Steam, ground 28.00@29.00
Steam, unground 28.00@28.00

Cracklings.

Little demand is noted for cracklings. Buyers do not appear particularly interested at present.

Per Ton.

Hard pressed and exp. unground, per unit, protein \$ 1.00@ 1.05
Soft prod. pork, ac. grease & quality. 35.00@40.00
Soft prod. beef, ac. grease & quality. 50.00@55.00

Gelatine and Glue Stocks.

Demand for gelatine and glue stocks is not overly great, but trading is on a steady and normal basis. Prices unchanged.

Per Ton.

Kip and calf stock..... \$40.00@42.00
Hide trimmings 30.00@33.00
Horn piths 40.00@42.00
Cattle jaws, skulls and knuckles..... 40.00@42.00
Sinews, pizzles 31.00@35.00
Pig skin scraps and trim., per lb..... @5c

Horns, Bones and Hoofs.

Horns, bones and hoofs remain quiet, as in the past month or two. No change anticipated for some time.

Per Ton.

Horns, according to grade..... \$50.00@100.00
Mfg. shin bones 50.00@120.00
Cattle hoofs 45.00@ 47.00
Junk bones 27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Market for all grades of animal hair is very quiet. No trading reported. Sellers look to expected short hog supply for renewal of buying interest, as yet undeveloped.

Coil and field dried..... 3 @ 3¼c
Processed grey, summer, per lb..... 4 @ 5c
Processed grey, winter, per lb..... 6¼@ 7c
Cattle switches, each*..... 4¼@ 5¼c

*According to count.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia."



Heat CONTROL

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago. Also 35 other cities-RC3594A

The Powers Regulator Co.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

HAMMOND'S
Mistletoe
MARGARINE

NEW ORLEANS OIL TRADING.

(Special Letter to The National Provisioner.)

New Orleans, Feb. 25, 1929.—Transactions in the actual, both crude and the refined product, were negligible during the past week. However, the futures markets were fairly active especially at New Orleans. There was considerable swapping from near to more distant positions at differences which were fair both to buyer and seller, with considerable activity from a consuming standpoint.

A total of 43 notices were issued on the first notice day, Saturday, Feb. 23, and a total of 20 notices were issued on Feb. 25. The notices issued on Feb. 23 call for delivery on March 1 and the notices issued on Feb. 25 call for delivery on March 2.

It is generally understood that there is a long interest amounting to between 150 and 175 contracts which will demand delivery of the oil, which is to be used for compound lard manufacturing.

Generally, the consumers were not anxious buyers, because of the apparent failure of hog lard values to advance. The trade as a whole decided to take a waiting attitude and not attempt to advance cottonseed oil or compound lard values until more strength was demonstrated in the hog lard market. However, many observers are making the claim that cottonseed oil could possibly advance to a point where it would sell higher than the hog lard market.

A number of large purchases of March contracts have been made by consumers and refiners in the local market, sales for the past week being:

Feb. 19, 1929: 8 Mch. 9.81, 10 Mch. 9.82, 10 May 9.95, 16 Mch. 9.82, 13 July 10.12, 2 Mch. 9.79, 13 Mch. 9.80, 2 July 10.15, 1 July 10.17, 1 Mch. 9.85, 7 Mch. 9.82, 7 May 9.96, 2 Mch. 9.82, 2 July 10.12.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
SHORTENING
MARGARINE

Feb. 20: 1 May 9.99, 1 Mch. 9.81, 6 May 9.93, 6 Mch. 9.80, 8 July 10.13, 8 Mch. 9.83, 5 July 10.13, 5 Mch. 9.83, 10 July 10.12, 8 Mch. 9.80, 2 Mch. 9.80, 7 Mch. 9.80, 15 July 10.12, 20 Mch. 9.80.

Feb. 21: 3 Mch. 9.81, 3 July 10.11, 3 Mch. 9.80, 3 May 9.94, 1 Mch. 9.80, 1 Mch. 9.81, 1 July 10.11, 2 Mch. 9.80, 1 Mch. 9.80, 1 July 10.15.

Feb. 23: 1 Mch. 9.73, 1 July 10.13, 3 Mch. 9.73, 1 Mch. 9.81, 1 May 9.96, 1 Mch. 9.80, 1 May 9.95, 1 May 9.96, 2 Mch. 9.83, 1 Mch. 9.84, 3 May 9.96.

Feb. 25: 1 Mch. 9.80, 1 Mch. 9.82, 1 Mch. 9.84, 1 Mch. 9.84, 1 July 10.14, 1 Mch. 9.85, 1 July 10.15, 10 Mch. 9.85, 1 July 10.15, 6 July 10.18, 1 May 9.94, 1 May 9.97, 1 May 9.99.

Later New Orleans Trading.

(Special Wire to The National Provisioner.)

New Orleans, February 28, 1929.—One hundred and fourteen notices for 3,420,000 lbs. of oil have been issued since first notice day. About 50 were stopped by Airey & Stouse for the account of out-of-town clients which will be shipped out. It is understood that the balance have been accepted by the Gulf and Valley Refining Co. Oil certified as of excellent quality, with grade bleaching 2.0 and some even 1.8.

MEMPHIS SEED AND MEAL.

(Special Letter to The National Provisioner.)

Memphis, Tenn., Feb. 23, 1929.—Cottonseed in limited trading finished the week 5 to 45 cents per ton lower on old crop months and unchanged on October, which represents new crop values. Prices established in pit trading in this commodity are the gross value of products less a milling cost and a reasonable carrying charge for the deferred deliveries. Today's products figured on their spot values and estimated yields show the gross value of cottonseed as below:

300 lbs. oil @ 9½c.....\$30.11
825 lbs. meal @ \$44.70..... 18.43
595 lbs. hulls @ \$10.00..... 2.98
150 lbs. lint @ 5 cents..... 7.50

Total\$59.02

Trading values in this market are given widespread publicity and should establish a basis on which the entire industry could base a fair value of cottonseed on the value of products obtainable therefrom. It is understood that spot values in the country, plus a freight for "as is" seed, are somewhat below the options, and as a result buying has been limited and there is a

disposition on the part of local traders to sell. The October option has held steady through the period, more due to the lack of incentive to trade than otherwise, although the price as against the value of new crop products is relatively cheap if the products could be sold for October delivery on a basis of prices now being indicated as available. Sales for the week, 2,300 tons.

Cottonseed meal in an irregular market closed the period 5 cents up to 65 cents down on old crop months, and 90 cents up on October. A tight situation has developed in February, and the interest in the final outcome of this month is general. The open trades seem to be entirely between spot handlers selling on one side to protect mill purchases, and buying on the other against sales to the trade. It is felt that with the February position liquidated that the forward months may decline some further next week, but the prices of the future months are low enough to be attractive on a protein basis, and are below a price on which mills are willing to sell their accumulated stocks. The cold weather of the past week has done much to encourage those bullishly inclined, but the weight of the actual will probably be felt during the next 60 days. Sales for the week, 5,700 tons.

Cottonseed and meal future prices on the Memphis Merchants Exchange for the week ending Feb. 23:

PRIME COTTON SEED.

	High.	Low.	2/18	Close.
Feb.	49.75	49.00	49.50	49.55
Mar.	50.35	49.20	50.35	49.55
May	50.75	49.85	50.65	49.75
July	50.95	50.25	50.85	50.30
Oct.	42.30	41.00	42.30	42.30

PRIME 41% PROTEIN COTTONSEED MEAL.

	High.	Low.	2/18	Close.
Feb.	44.50	43.55	43.75	44.70
Mar.	44.30	43.50	43.65	44.30
May	44.00	43.75	44.00	44.50
July	44.00	44.00	44.10	44.65
Oct.	38.50	37.50	37.50	38.40

OLEOMARGARINE IN 1928.

During 1928, a total of 12,532,097 lbs. of colored and 304,932,872 lbs. of uncolored oleomargarine were produced in this country subject to federal stamp tax, according to the U. S. Bureau of Internal Revenue. This compares with 12,129,503 lbs. colored and 262,445,824 lbs. uncolored oleomargarine produced and tax-paid the previous year. November was the month of greatest production in 1928, when 1,213,815 lbs. colored and 31,541,500 lbs. uncolored product were reported.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Undertone Strong—Cash Trade Fair—Crude Firm—Speculative Sentiment Bullish—Lard Barely Steady—Cash Oil Firmly Held—No March Tenders.

While the volume of trading in the cotton oil future market on the New York Produce Exchange the past week was on a moderate scale, a strong undertone continued to prevail generally. With operations mixed and no outstanding feature to the trade, prices backed and filled, running to scattered realizing and selling on the bulges only to meet commission house and professional support on the setbacks.

While buying power was not extensive, there was a lack of selling pressure most of the time. The latter was due to the rather firm underlying conditions within the market itself.

A bullish feeling continues to prevail in both professional and cash circles, and as a result, realizing sales were readily taken care of. Considerable covering developed in the March position, owing to an absence of deliveries on contracts, which further tended to strengthen the general position of the market. A barely steady lard market was rather unsettling at times, but on the breaks offerings appeared to dry up.

Crude Continues Firm.

A continuation of firmness in the crude markets was a helpful influence, as was evidence of some improvement in cash oil demand. Satisfactory reports on February distribution continued, and there was still a tendency to anticipate a more or less general revival in consumer buying shortly.

The weather in the South attracted some attention, particularly the rather general reports of delayed plowing owing to wet soil, and other new crop preparations. While the situation there was drawing more observation, the new crop outlook as yet has had little influence on the oil markets.

The trade is contented with discussing the satisfactory distribution and the fact that the bulk of the available supplies are in strong hands. Considerable

was again heard of the possibilities of much better levels in the future, particularly with any improvement in lard values.

In connection with the latter the Western hog run again was comparatively small the past week, and packers are in control of the lard stocks. While the latter are large, indications are that the Western hog run is over for the time being, so that a more friendly

attitude toward lard was in evidence in provision circles. Any notable reductions in the lard stocks, it is contended, will not only find reflection in the lard market but will act as a stimulus also to oil prices.

At the same time, the tariff situation again came in for consideration. Local oil men, returning from the Washington tariff hearings, were unanimously satisfied that some of the soapers' materials now on the free list would have an import duty placed upon them, if not increases throughout the list. This, it was held was also constructive on oil values.

A fair cash trade developed for a time and more consumer interest was reported in evidence, but buyers were not inclined to follow upturns. The trade, however, is not booked far ahead, so that stocks need replenishing about every month or so, which is also an underlying supporting influence.

Crude oil came out sparingly during the week, particularly in the Southeast, where 9½c was bid. In the Valley, moderate sales were reported at 9½c, as well as a moderate business changing hands in Texas at 9c, with that figure asked there. Crude oil stocks appear to be firmly held, so much so that there was no pressure of crude or refined oil on the markets.

The first few days of March delivery saw no tenders. This was partly due to the fact that March is relatively cheap compared with crude oil, so that there is no incentive for tenders. A moderate sized short interest is believed to exist in the spot delivery, which, it is felt, will be covered sooner or later, while, should any tenders come out later in the month, expectations are that they will be quickly taken care of.

Store Stocks Are Light.

Store oil stocks here are very light, so that some of the cash handlers would like to see some oil tendered on March to have ample supplies for the Eastern fish trade, which should begin to make its appearance within the next month or so.

In some well-versed quarters it is stated that interests carrying the bulk

SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 28, 1929.—Cotton oil markets, although dull, remain steady, with stronger trend toward advances than toward declines. Prime bleachable, 9.95c; loose New Orleans; crude, 9c, Texas; Valley, 9½c. Offerings light, with numerous mills closing for the season. All seem confident of higher prices, especially if hogs and lard advance further. Meanwhile, stocks of oil in consumers' and many manufacturers' hands are comparatively light. Planting preparations have been delayed by unfavorable weather. This, with the reduction in fertilizers used, may contribute to decidedly better markets later. About 10,000 bbls. choice bleachable were tendered on March New Orleans contracts the past five days, all quickly taken up.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 28, 1929.—Crude oil continues very dull at 9@9½c in the Valley; practically no trading; mills' views higher. Forty-one per cent meal, \$44.75, Memphis; loose hulls, \$10.25 f.o.b. Memphis.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 28, 1929.—Prime cottonseed, west Texas, \$34.00; Dallas territory, \$45.00; snaps and bollies, west Texas, \$30.00; prime crude oil, 8½@9c; 43 per cent cake and meal, f.o.b. Dallas, \$44.00; hulls, \$10.00; mill run linters, 4@5c. Market steady and unchanged from last week; weather, fair and warmer.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED

COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Re-Sale Value

New Orleans Cotton Seed Oil quotations more correctly reflect the real value of spot oil and are constantly governed by the fluctuations in refined and crude oil values. The value of the contract to buyer and seller is calculable to a degree which leaves no latitude for manipulation.

The high quality of oil tenderable on contract, central delivery point, bulk delivery, an indemnity bond guaranteeing weight, grade and quality at time of delivery, transit privileges and other economic advantages and stabilizing influences—all give the New Orleans Cotton Oil Contract a definite re-sale value.

New Orleans Cotton Exchange

Trade Extension Committee

of the visible supply are not hedged in the future market to the usual extent, which is looked upon as forecasting support from the leading quarters on any setbacks. The fact that so much oil is being carried unhedged is taken as indicating a bullish feeling on the market by the larger distributors, and has been one of the reasons why cotton oil has been displaying independent steadiness, while lard has been on the down grade.

COTTONSEED OIL—Market transactions:

Friday, February 22, 1929.

Holiday.

Saturday, February 23, 1929.

No Markets.

Monday, February 25, 1929.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1070 a	1125
Feb.			1070 a	1125
Mar.	6000	1082 1072	1078 a	1077
Apr.			1080 a	1089
May	1000	1090 1081	1086 a	...
June			1090 a	1108
July	3400	1112 1103	1109 a	...
Aug.	600	1115 1114	1110 a	1125
Sept.	800	1129 1122	1126 a	1130

Total sales, including switches, 12,000 bbls. P. Crude S. E. 9½c Sales.

Tuesday, February 26, 1929.

Spot			1070 a	1125
Mar.	2100	1085 1081	1083 a	1085
April			1075 a	1092
May	2400	1093 1088	1091 a	1093
June			1095 a	1110
July	2700	1115 1110	1112 a	...
Aug.			1118 a	1124
Sept.	400	1135 1130	1128 a	1132
Oct.			1107 a	1120

Total sales, including switches, 7,600 bbls. P. Crude S. E. 9½c Bid.

Wednesday, February 27, 1929.

Spot			1080 a	...
Mar.	1800	1089 1086	1088 a	1090
April			1080 a	1097
May	1900	1093 1091	1091 a	1092
June			1100 a	1110
July	2300	1113 1112	1113 a	...
Aug.			1120 a	1125
Sept.	900	1132 1130	1130 a	1135
Oct.			1110 a	1124

Total sales, including switches, 6,900 bbls. P. Crude S. E. 9½c Bid.

Thursday, February 28, 1929.

Spot			1085 a	...
Mar.			1098 1098	1095 a 1098
Apr.			1080 a	1100
May			1095 1090	1090 a
June			1093 a	1110
July			1117 1114	1113 a 1115
Aug.			1118 a	1125
Sept.			1132 1132	1128 a 1131
Oct.			1105 a	1128

Sales, 6,300 bbls.

See page 39 for later markets.

COCOANUT OIL—The market has ruled quiet and steady the past week, with no particular change in the general situation. The developments at Washington were watched closely, the Southern element working for an import duty on coconut oil, while consumers and Philippine interests appeared before

the committee against a tariff on this oil. At New York, tanks were quoted at 8½c; Pacific Coast tanks, 7½c.

CORN OIL—The market ruled rather quiet but offerings were limited and the undertone steady, with prices quoted at 9½@9¾c, f.o.b. mills.

SOYA BEAN OIL—Demand was slow and the market barely steady, although the situation was largely nominal, with New York tanks quoted at 10½c; barrels, 12½c; and Pacific Coast tanks, 9½c.

PALM OIL—A fairly good business passed in this oil, and the tone was very steady. Several who attended the tariff hearings at Washington were satisfied that an import duty will be placed on this oil. At New York, spot Nigre was quoted at 8½@8¾c; shipment Nigre, 8c; spot Lagos, 9c; shipment Lagos, 8.60c.

PALM KERNEL OIL—Consuming demand was fair and the market about steady. At New York, tanks were quoted at 8½c; casks, 9c.

OLIVE OIL FOOTS—Demand remained small, but offerings steadily held. At New York, spot foots were quoted at 11c; nearby, 10½c; and February forward, at 10½c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

RUBBERSEED OIL—Quoted 8 to 8½c, nominal, for shipment.

COTTON OIL—Stocks at New York are light and firmly held, with store oil nominally quoted ¼c over March; Southeast crude, 9½c bid; Valley, 9½c, sales; Texas, 9c, sales and asked.

SHORTENING AND OIL PRICES.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 28.—The Shortening and Oil Division of the Interstate Cottonseed Crushers' Association reports the following quotations:

Shortening—three basis.

Northern states, east of Rocky Mts.	12½@12¾
Southern states, east of Rocky Mts.	12¼@12½
Pacific Coast states	13¼@13½

Saled Oil.

Northern states, east of Rocky Mts.	12½@12¾
Southern states, east of Rocky Mts.	12@12¼
Pacific Coast (port cities)	12½@12¾

Cooking Oil—White.

Northern states, east of Rocky Mts.	12½@12¾
Southern states, east of Rocky Mts.	11½@12¼
Pacific Coast (port cities)	12@12½

Cooking Oil—Yellow.

¾c less than white.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, February 26, 1929.

Extra tallow, f.o.b. seller's plant, 9¼@9½c lb.; Manila coconut oil, tanks New York, 8¼c lb.; Manila coconut oil, tanks, coast, 7½c lb.; Cochiti coconut oil, barrels New York, 10¼@10½c lb.

P. S. Y. cottonseed oil, barrels New York, 12@12¼c lb.; crude corn oil, barrels New York, 10¼@11c lb.; olive oil foots, barrels New York, 10½@10¾c lb.; 5 per cent yellow olive oil, barrels New York, \$1.30@1.35 gal.

Crude soya bean oil, barrels New York, 12¼c lb.; palm kernel oil, barrels New York, 9½c lb.; red oil, barrels New York, 10½@11c lb.; Niger palm oil, casks New York, 8½@8¾c lb.; Lagos palm oil, casks New York, 9½c lb.; glycerine (soaplye), 7½c lb.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

29 Broadway
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products are heavy, particularly lard, with persistent hedging liquidation by tired holders. Commission houses are persistent buyers on strong hogs and a light hog run. Cash demand moderate, but sentiment speculatively bullish.

Cottonseed Oil.

Cotton oil moderately active and very steady. Crude strong. Southeast, 9½¢ bid; Valley, 9½¢ bid; Texas, 8½¢ bid. Cash trade quiet; lard weakness checking bulges.

Quotations on cottonseed oil at New York, Friday noon, were: Mar., \$10.90@10.95; Apr., \$10.81@11.00; May, \$10.92@10.94; June, \$10.95@11.07; July, \$11.12@11.15; August, \$11.20@11.25; Sept., \$11.29@11.32; Oct., \$11.05@11.30.

Tallow.

Tallow, extra, 9½¢.

Stearine.

Stearine, oleo, 11¢.

FRIDAY'S GENERAL MARKETS.

New York, March 1, 1929. — Lard, prime western, \$12.45@12.55; middle western, \$12.25@12.35; city, 11½¢@11½¢; refined continent, 12½¢; South American, 13½¢; Brazil kegs, 14½¢; compound, 12½¢.

BRITISH PROVISION CABLE

(Special Report to The National Provisioner.)

Liverpool, Feb. 28, 1929.

General provision market steady but firm. Cumberlands practically exhausted. Hams fair; picnics very poor; square shoulders fair. Pure lard quiet.

Friday's prices were as follows: Liverpool shoulders, square, 80s; hams, American cut, 89s; hams, long cut, 102s; short backs, 83s; bellies, clear, 80s; Canadian, 84s; spot lard, 60s.

EUROPEAN PROVISION CABLES.

The market at Hamburg was steady, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,790 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 88,000 at a top Berlin price of 18.52¢ a pound, compared with 114,000 at 14.32¢ a pound for the same week last year.

The Rotterdam market was steady. Medium business in extra oleo oil and prime oleo oil. Premier jus and lard markets were rather quiet.

The market at Liverpool was firm and demand was fair. The market for Cumberlands was strong.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week ended Feb. 23, 1929.

The estimated slaughter of Danish hogs for the week ended Feb. 22, 1929, was 54,000.

HULL OIL MARKET.

Hull, England, Feb. 27, 1929.—(By Cable.)—Refined cottonseed oil, 31s 9d; Egyptian crude cottonseed oil, 28s 3d.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on March 1, 1929, compared with those of a month ago, as estimated by the Liverpool Provision Trade Association, were as follows:

	March 1, 1929.	Feb. 1, 1929.
Bacon, lbs.	3,004,160	2,941,456
Hams, lbs.	1,093,216	1,530,816
Shoulders, lbs.	89,600	124,482
Lard, tierces	235	95
Lard, refined, tons	2,220	2,077

BRITISH MEAT IMPORTS.

Imports of meats, lard and hogs into Great Britain during January, 1929, are reported to the U. S. Department of Commerce as follows:

	Bacon, lbs.	Fresh pork, lbs.	Lard, lbs.
Sweden	2,576,000		
Denmark	48,720,000		
Netherlands	8,512,000		
U. S.	7,504,000		34,384,000
Irish Free State	5,488,000	2,352,000	
Canada	2,016,000		
Other	13,328,000		1,456,000

The imports of live hogs for the month totaled 29,000 head.

LARD AND GREASE EXPORTS.

Exports of lard from New York, February 1, 1929 to February 27, 1929, 33,756,759 lbs.; tallow, none; greases, 1,750,200 lbs.; stearine, none.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended Feb. 25, 1929, were 5,172 metric tons, according to cable advices to the U. S. Department of Commerce, all to England.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended February 21, 1929, with comparisons:

	Week ended Feb. 21.	Prev. week.	Same week, 1928.
Toronto	\$10.15	\$10.00	\$11.50
Montreal	9.75	9.90	10.00
Winnipeg	8.50	8.75	10.00
Calgary	8.25	8.25	11.25
Edmonton	8.00	8.00	10.25
Pr. Albert	8.25	8.50	9.50
Moose Jaw	8.00	8.75	10.00
Saskatoon	8.25	8.25	....

VEAL CALVES.

	Week ended Feb. 21.	Prev. week.	Same week, 1928.
Toronto	\$17.00	\$16.50	\$17.00
Montreal	15.00	15.00	15.50
Winnipeg	13.00	14.00	15.00
Calgary	12.00	12.00	13.50
Edmonton	14.00	14.00	13.00
Pr. Albert	9.00	9.00	10.00
Moose Jaw	12.00	12.00	13.00
Saskatoon	12.00	12.00	....

SELECT BACON HOGS.

	Week ended Feb. 21.	Prev. week.	Same week, 1928.
Toronto	\$11.75	\$11.25	\$ 9.90
Montreal	11.50	11.50	10.00
Winnipeg	10.75	10.50	9.10
Calgary	10.60	10.60	9.10
Edmonton	10.75	10.25	8.80
Pr. Albert	10.75	10.30	9.00
Moose Jaw	10.60	10.40	9.00
Saskatoon	10.55	10.30	....

GOOD LAMBS.

	Week ended Feb. 21.	Prev. week.	Same week, 1928.
Toronto	\$15.50	\$15.00	\$15.00
Montreal	11.00	11.00	12.00
Winnipeg	13.50	13.50	13.00
Calgary	12.50	12.50	12.50
Edmonton	13.00	13.00	13.00
Pr. Albert	11.00	11.00	11.50
Moose Jaw	12.50	12.50	12.50
Saskatoon	....	....	....

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, Feb. 22, 1929:

Chicago	166,724
Kansas City, Kans.	74,309
Omaha	56,497
*St. Louis	57,250
Sioux City	61,724
St. Paul	45,877
New York City	36,251

*Includes East St. Louis, Ill.

1928 FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers during 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	70,500	12,097	898,546	18,174
Buffalo	96,641	33,830	947,550	83,044
Chicago	1,721,310	687,566	6,935,261	2,666,106
Cincinnati	133,706	81,901	1,023,317	61,724
Cleveland	87,611	75,086	1,037,932	139,379
Denver	105,455	23,084	427,506	187,136
Detroit	71,523	79,946	1,216,161	170,057
Fort Worth	374,329	356,957	445,004	210,617
Indianapolis	180,950	53,743	1,219,062	58,794
Kansas City	834,671	224,378	3,314,792	1,316,607
Milwaukee	172,483	452,204	1,359,782	58,101
E. St. Louis	354,135	107,131	1,494,436	337,157
New York	401,937	650,004	1,424,362	2,375,078
Omaha	807,068	79,123	2,106,965	1,725,577
Phila.	72,777	96,143	960,979	188,033
St. Louis	147,283	72,689	1,838,709	67,877
Sioux City	361,718	32,568	1,625,751	445,369
So. St. Joseph	333,247	75,384	1,256,108	1,136,175
So. St. Paul	469,919	622,324	2,570,850	400,925
Wichita	79,605	28,626	760,365	68,511
Other points	1,562,388	828,088	16,848,540	1,685,700
Total	28,846,736	4,679,922	49,795,408	13,488,171
Total	27,952,104	4,875,907	43,063,460	12,883,039

JAN. FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in Jan., 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	6,082	922	92,841	710
Buffalo	7,577	2,298	91,406	8,780
Chicago	153,288	53,110	808,641	207,952
Cincinnati	13,069	6,267	113,106	8,997
Cleveland	8,544	5,299	106,853	12,214
Denver	8,309	2,561	90,483	10,621
Detroit	7,599	5,853	129,662	17,476
Fort Worth	26,179	15,926	45,723	14,476
Indianapolis	17,407	4,130	178,235	5,895
Kansas City	79,093	15,701	408,018	120,970
Milwaukee	11,564	51,006	158,855	8,700
E. St. Louis	28,473	4,772	124,717	16,450
New York	32,746	50,946	143,616	206,945
Omaha	71,057	9,446	294,068	150,608
Phila.	5,251	6,799	95,315	14,657
St. Louis	13,010	4,273	178,102	3,763
Sioux City	37,616	2,799	199,568	62,384
So. St. Joseph	28,116	6,973	105,006	100,314
So. St. Paul	38,948	50,502	308,074	36,894
Wichita	6,458	2,694	77,889	10,094
Other points	135,318	67,261	2,087,537	143,978

Total:					
Jan., 1929.	735,685	369,010	5,737,737	1,150,011	
Jan., 1928.	711,104	383,264	5,478,968	1,150,520	
7 mos. ended					
Jan., 1929.	5,108,967	2,575,077	27,725,871	8,380,762	
7 mos. ended					
Jan., 1928.	5,657,106	2,683,496	26,019,087	7,876,941	

Inspections of lard at all establishments, Jan., 1929: 216,273,052 lbs.; compound and other substitutes, 42,751,965 lbs.; sausage, 61,478,569 lbs.

Corresponding inspections for Jan., 1928: Lard, 193,496,802 lbs.; compound and other substitutes, 34,793,247 lbs.; sausage, 60,272,470 lbs.

(These totals do not represent actual production, as the same product may have been inspected and recorded more than once in process of manufacture.)

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 1, 1929, show exports from that country were as follows: To England, 82,994 quarters; to the Continent, 75,479 quarters.

Exports of the previous week were as follows: To England, 151,370 quarters; to the Continent, 58,860.

for Economical Transportation



This Great New Six-Cylinder 1½ Ton Truck—\$545

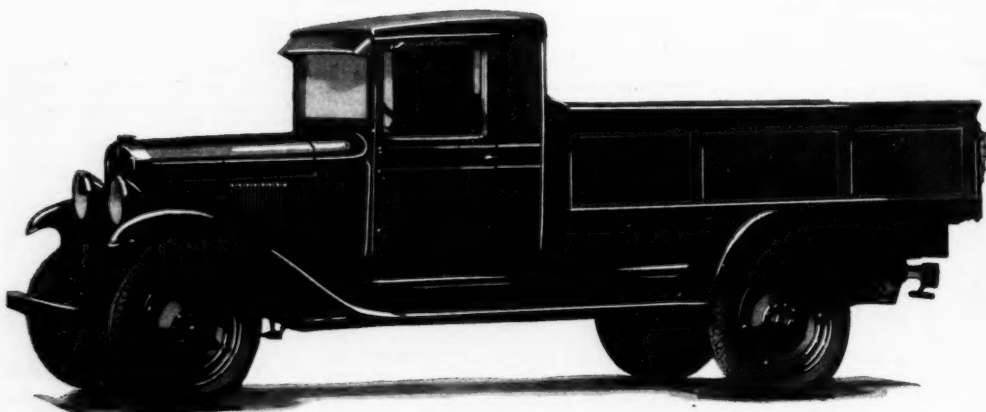
(Chassis only) f.o.b. factory
Flint, Michigan

Illustration shows open Express body
mounted on Chevrolet 1 1/2-ton
chassis with cab.

32% more Power
7 inches more
Wheelbase
Economy equal to
its 4-Cylinder
Predecessor
Greater Speed
50% more Capacity
4 Speeds Forward
4-Wheel Brakes

At a price of \$545, the new six-cylinder 1½ Ton Chevrolet Truck makes available a dollar-for-dollar value that has never been duplicated in the commercial car industry!

Its new six-cylinder valve-in-head motor provides a power increase of 32%. It accelerates faster in every gear. It operates smoothly and quietly. And its fuel-economy and cost of maintenance are fully as low as those of its famous 4-cylinder predecessor!

Combined with this increased power and finer performance are a wheelbase of 131 inches and a rugged 189-inch frame—providing a carrying capacity of 1½ tons, with load space up to 9 feet. Throughout the entire chassis are found basic improvements that contribute to its outstanding performance, economy and safety: perfected four-speed transmission . . . ball bearing steering mechanism . . . powerful, quiet 4-wheel brakes, with independent emergency brake . . . and a completely equipped instrument panel!

Investigate this remarkable truck—extremely dependable and economical, it is ideally fitted for *your* business!

1½ Ton Chassis, \$545 1½ Ton Chassis (with cab), \$650 Light Delivery Chassis, \$400
Sedan Delivery, \$595. All prices f. o. b. factory, Flint, Michigan

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN
Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T

Hide and Skin Markets

Chicago.

PACKER HIDES—Packer hide market appears firm, especially on light native hides, and an advance of $\frac{1}{2}$ c was paid for light native cows and extreme native steers. Branded steers have been somewhat slow to move and have been offered at last trading prices, with bids at $\frac{1}{2}$ c less declined. With the present demand for light native hides, no doubt the movement of more of these will be contingent upon the acceptance of some branded hides in combination.

The movement was rather light and consisted of native hides alone, so far. Sales of about 30,000 were confirmed, mostly February take-off, during the week, and one packer is credited with moving around 18,000 native steers and heavy native cows earlier at steady prices.

Spread native steers quoted at 17c last paid. Couple packers moved 5,500 heavy native steers during the week at $14\frac{1}{2}$ c, a steady price, and more moved earlier at same figure, as above stated. Extreme native steers advanced $\frac{1}{2}$ c on sales of 3,900 by three packers at $14\frac{1}{2}$ c for regular points, but possibly running light average.

Butt branded steers offered at 14c, which was last paid. Colorados offered at $13\frac{1}{2}$ c, last trading price, and bids of 13c declined. Heavy Texas steers offered at 14c, light Texas steers at $13\frac{1}{2}$ c; extreme light Texas steers quoted with branded cows at 13c bid, $13\frac{1}{2}$ c asked.

One packer moved 3,000 heavy native cows early at $13\frac{1}{2}$ c for regular points and couple cars St. Pauls sold later at 14c, usual premium for this point, both steady prices; earlier trading mentioned here also at steady prices. Sales of 6,000 light native cows reported at 14c for regular points, and later two cars St. Pauls moved at $14\frac{1}{2}$ c, firmly establishing this description $\frac{1}{2}$ c over last week. Branded cows quoted 13c last paid and bid, $13\frac{1}{2}$ c asked.

One packer moved 5,000 native bulls at $10\frac{1}{2}$ c; branded bulls last sold at $9\frac{1}{2}$ c, for northerns.

SMALL PACKER HIDES—Small packer market firmer, following the advance in big packer light native cows. Bids of 14c for March all-weight native steers and cows and 13c for branded have been declined in several directions; killers seem inclined to hold off for a while. One killer reports a bid of $10\frac{1}{2}$ c for native bulls. One lot of 500 regular slunks sold at \$1.15, and hairless slunks moved at 40c. Last trading in the Pacific Coast market was at $11\frac{1}{2}$ c for steers and 11c for cows, last week, mostly small packers around San Francisco and a few packer hides.

HIDE TRIMMINGS—Sales of big packer hide trimmings reported in one direction at \$36.00 per ton, f.o.b. Chicago; also one car small packer trimmings late in week at \$33.00 per ton, Chicago.

COUNTRY HIDES—Country hide market continues firm. There is a good demand for all-weights, around 47 lb. average at $12\frac{1}{2}$ c, selected, delivered. Heavy steers and cows nominally $11\frac{1}{2}$ c@12c. Sales of 45/60 lb. buff weights reported at $12\frac{1}{2}$ c and more wanted;

earlier, buyers claimed to be getting these at 12c. Sales of good 25/45 lb. extremes reported at $14\frac{1}{2}$ c; earlier sales were made at 14c and good demand reported here. Offerings of all descriptions, however, rather light. Bulls nominally $8\frac{1}{2}$ c@9c, selected. All-weight branded priced $10\frac{1}{2}$ c@11c, less Chicago freight.

CALFSKINS—Packer calfskins fairly active and higher. One packer moved February production of 4,800 skins at 22c, northern basis, an advance of 1c over last week for domestic shipment; another packer moved February production, around 5,000, on private terms, generally thought at same figure.

First salted Chicago city calf stronger and generally considered 20c market; couple cars reported moving at this figure in one direction. Mixed cities and countries quoted around 17c.

KIPSKINS—One packer moved February production of native kips alone at 19c, or $1\frac{1}{2}$ c up from last trading; more available at this figure. Overweights, $16\frac{1}{2}$ c last paid and bid, 17c asked. Branded kips offered at 15c.

First salted Chicago city kipskins scarce and firmer in sympathy with packer kips and quoted nominally 17@17 $\frac{1}{2}$ c. Mixed cities and countries around $15\frac{1}{2}$ @16c.

One packer moved 2,000 regular slunks, another about 5,000, all at \$1.35, or 5c up from last trading. Hairless slunks quoted 40@55c.

HORSEHIDES—Market about steady, with choice city renderers quoted \$5.50@5.75, and up to \$6.00 asked; ordinary mixed lots reported moving at \$4.50@5.00.

SHEEPSKINS—Dry pelts quoted 22@23c per lb., according to section. Last trading in big packer shearings was at \$1.50 for No. 1's and \$1.20 for No. 2's. Pickled skins weaker; one packer moved a car at Chicago late this week at \$7.75 per doz. straight run of packer lamb, running 100 sq. ft. to the dozen; last trading prior to this was at \$8.00 per doz. straight run. In the New York market, about 4,000 doz. sold earlier at \$7.50 per doz. straight run of city lamb, followed by sales of packer skins at same figure in two directions; one packer, however, declined this figure. As previously mentioned, ribby sheep sold last week at Chicago at \$9.87 $\frac{1}{2}$ per doz. Big packer wool lambs quoted at \$3.80 per cwt. live lamb at Chicago for next week, or \$2.60@3.25 on piece basis; last trading at New York was at \$4.05 per cwt. live lamb, salted basis. Small packer lambs generally quoted \$2.50, with top of \$2.75 paid only for very heavy lambs.

PIGSKINS—Nothing further on No. 1 pigskin strips since the good movement last week at 8c, for delivery six months ahead; more available on this basis. Gelatine stocks last sold at 5c.

New York.

PACKER HIDES—City packer hide market quiet but firm. January hides were about cleaned up last week, as previously reported, about 20,000 selling at $14\frac{1}{2}$ c for native steers, 14c for butt brands and $13\frac{1}{2}$ c for Colorados. February hides not yet offered and market quoted nominally on basis of last sales.

COUNTRY HIDES—Country hide market firm, but trading limited, due to scarcity of offerings. Good demand for 25/45 lb. extremes from northern sections, but generally held at $14\frac{1}{2}$ c; some reported to have moved at 14c. Fair demand for good buff weights and generally $12\frac{1}{2}$ c asked.

CALFSKINS—City calfskin market firm and fairly active. Last trading in 5-7's was at \$2.05; sales of 15,000 7-9's reported this week at \$2.35, steady with late last week; also 10,000 9-12's at \$2.85, a steady price. Kips a shade firmer than previous nominal prices and 4,000 12-17 lb. veal kips sold at \$3.35; last trading on 17 lb. up was at \$4.25.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 23, 1929, 3,510,000 lbs.; previous week, 4,059,000 lbs.; same week, 1928, 3,831,000 lbs.; from January 1 to February 23, 29,577,000 lbs.; same period, 1928, 44,688,000 lbs.

Shipments of hides from Chicago for the week ended February 23, 1929, 3,081,000 lbs.; previous week, 4,483,000 lbs.; same week, 1928, 3,544,000 lbs.; from January 1 to February 23, 33,877,000 lbs.; same period, 1928, 40,688,000 lbs.

GOAT AND KID SKIN STOCKS.

Goat and kid skin stocks held by tanners in this country on December 31, 1928, totaled 6,972,536, against 7,306,874 on November 30, 1928, and 7,049,739 on December 31, 1927.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended March 1, 1929, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended, Mar. 1, '29.	Prev. week.	Cor. week, 1928.
Spr. nat. str.	@17	@17	24 $\frac{1}{2}$ @25n
Hvy. nat. str.	@14 $\frac{1}{2}$	14 $\frac{1}{2}$ @15	@23
Hvy. Tex. str.	@14ax	@14	@22 $\frac{1}{2}$
Hvy. butt brand'd str.	@14ax	@14	@22 $\frac{1}{2}$
Hvy. Col. str.	13b@13 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$	@22
Ex-light Tex. str.	.....13b@13 $\frac{1}{2}$ ax	@13	@21
Brnd'd cows.	13b@13 $\frac{1}{2}$ ax	@13	@21
Hvy. nat. cows	.....13 $\frac{1}{2}$ @14	13 $\frac{1}{2}$ @14	21 $\frac{1}{2}$ @22
LT. nat. cows.	14@14 $\frac{1}{2}$	13 $\frac{1}{2}$ @14	@22
Nat. bulls	@10 $\frac{1}{2}$	10b@11ax	@18n
Brnd'd bulls.	9 $\frac{1}{2}$ @9 $\frac{1}{2}$ n	9 $\frac{1}{2}$ @9 $\frac{1}{2}$	16 $\frac{1}{2}$ @17n
Calfskins	@22	21 $\frac{1}{2}$ @22 $\frac{1}{2}$	27 @29
Kips, nat.	@10	18 $\frac{1}{2}$ @19ax	@28n
Kips, ov-wt.	16 $\frac{1}{2}$ b@17ax	@16 $\frac{1}{2}$	@26 $\frac{1}{2}$ n
Kips, brand'd.	@15ax	@14 $\frac{1}{2}$ n	@25n
Stunks, reg.	@1.35	@1.35ax	@1.50
Stunks, hris.	40 @55	40 @55	@80

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@14b	@13 $\frac{1}{2}$ ax	@21 $\frac{1}{2}$
Branded	@13b	12 $\frac{1}{2}$ @13n	@21
Nat. bulls	@10 $\frac{1}{2}$ b	@10n	@17n
Brnd'd bulls.	@9n	@9n	@16n
Calfskins	@20	@19b	@25
Kips	.....17	@17 $\frac{1}{2}$ n	@23 $\frac{1}{2}$
Stunks, reg.	@1.15	@1.10	1.10@1.25n
Stunks, hris.	@40	@35	70 @80n

COUNTRY HIDES.

Hvy. steers.	11 $\frac{1}{2}$ @12	11 @11 $\frac{1}{2}$	19 @19 $\frac{1}{2}$
Hvy. cows	11 $\frac{1}{2}$ @12	11 @11 $\frac{1}{2}$	18 @18 $\frac{1}{2}$
Butts	.....	@12 $\frac{1}{2}$	19 $\frac{1}{2}$ @20ax
Extremes	.....14	@14 $\frac{1}{2}$	21 $\frac{1}{2}$ @22
Bulls	.....8 $\frac{1}{2}$ @9	8 $\frac{1}{2}$ @9	15 @15 $\frac{1}{2}$ ax
Calfskins	.....15	@16n	15 @15 $\frac{1}{2}$
Kips	.....14	@14 $\frac{1}{2}$ n	14 @14 $\frac{1}{2}$
Light calfs.	.....90	@1.00	90 @1.00
Deacons	.....90	@1.00	90 @1.00
Stunks, reg.	35 @50	35 @50	75 @1.00
Stunks, hris.	10 @15	10 @15	25 @80
Horsehides	4.50@5.75	4.50@5.50	6.50@8.00
Hogskins	.....60	@70	@80

SHEEPSKINS.

Pkr. lambs.	2.60@3.25	2.60@3.30	3.00@3.90
Sm. pkr. lambs	.....	@2.50	2.50@2.75
Pkr. shearings	1.20@1.50	1.20@1.50	1.10@1.25
Dry pelts	.....23	23 @25	28 @30

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, February 28, 1929.

CATTLE—Compared with a week ago, weighty steers are steady to 25c higher; light and medium weight offerings, 25@50c higher, light yearlings and lower grade light steers showing full advance; she stock not much different, a little more active, but very uneven; bulls and vealers, steady. The early advance in weighty steers was almost erased at the close, week-end trade on heavies being 25@50c under high time as Eastern shipper demand abated. Conservative loadings and improvement in Eastern dressed beef conditions were revitalizing influence in live market. Active and higher country trade helped lower priced steers, kinds selling at \$12.00 downward; quality light yearlings went back to country at prices up to \$11.90. Most fat steers during week, \$11.25@13.50; top heavies, \$14.75; mixed yearlings, to \$14.00; heifer yearlings, \$12.60; not many cows in run above \$9.00; most cutters, \$5.75@6.75; bulls very scarce.

HOGS—Hog prices advanced late last week, then again today. In comparison with last Thursday, current quotations are 40@50c higher on weight averages over 160 lbs.; 75c to \$1.00 higher on light lights and pigs, and 25@40c up on packing sows. Today's top, \$11.20, a new high mark for the season and since early last October. Bulk of desirable hogs scaling from 160 to 320 lbs., \$10.95@11.10; good and choice 130 to 150 lb. weights, \$10.00@10.85; strictly choice 150 lb. averages, up to \$11.00; pigs, mostly \$8.75@9.75, choice sorts up to \$10.25; packing sows, \$10.00@10.35.

SHEEP—Liberal marketing today hampered trade and was instrumental in erasing earlier strength, leaving fat lamb prices weak to 25c lower than a

week ago. Aged sheep, strong to 25c higher; bulk fat lambs, \$16.25@17.00; close, mostly \$16.75 down; week's top, \$17.50; bulk fat ewes, \$8.00@9.00, few \$9.25; yearlings, \$14.50@15.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Feb. 28, 1929.

CATTLE—Demand for fed steers and yearlings improved during the week, and strong to higher prices were effected as a result. Offerings scaling under 1,150 lb. sold to best advantage, and are fully 25c higher, while weightier arrivals were slow to sell on late days. Final prices are steady to 25c over a week ago. All classes of she stock sold readily at strong to 25c higher levels. Choice yearling steers and mixed heifers and steers scored \$14.00 for the week's top, and best heavy beefs brought \$13.65. Bulk fed offerings cleared from \$11.00@13.25. Trade in bulls was slow and weak to 25c lower. Vealers are mostly 50c higher, with the late top at \$14.50.

HOGS—Broad shipping orders again this week were responsible for the prevailing strength in the market. This resulted in an advance of 25@35c in prices as compared with a week ago. Packers resisted the advance at all times, but were forced to follow to some extent. The week's top reached \$11.00 on Thursday's session, establishing a new high mark for the year and the highest paid since the first week in October last year. Packing grades held steady.

SHEEP—Fat lamb values are around 50c higher than a week ago, in spite of the fact that prices were around 25c lower on Thursday's market. Choice fed westerns scored \$16.75 on Wednesday for the week's top; but at the close comparable kinds sold for \$16.50. Most

of the fed arrivals cashed from \$16.25@16.65. Mature classes are strong to 25c higher. Fat ewes, in load lots, sold up to \$8.50, while odd lots reached \$9.25 and above.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Feb. 28, 1929.

CATTLE—Light receipts and a broad shipping demand were factors which resulted in advancing prices during the week on most killing classes. Fed steers and yearlings advanced mostly 25@50c, with choice weighty steers and light yearlings showing the most upturn. Heifers advanced fully 25c, and the better grade cows closed the week strong to 25c higher. Lower grades, weak to 25c lower. Veals advanced 50c, with the practical top at \$14.00. Most fed steers and yearlings cashed at \$10.75 @ 12.75. Yearlings reached \$13.50, and choice weighty steers \$14.00.

HOGS—A falling off in receipts here and elsewhere, under a broad demand from all quarters, resulted in an upward trend to values, and new high top prices for the winter packing season were registered. Comparisons Thursday with Thursday uncover a net advance of 50@65c. Thursday's top reached \$10.75.

SHEEP—A two-way market has developed in the fat lamb trade. During the forepart of the week, under moderate receipts, a broad shipping demand and urgent orders from local packers, the market developed sharp advances which carried prices to new high levels for the year, but on Thursday, under a heavy supply, part of the early upturn was wiped out. Comparisons Thursday with Thursday show a net advance on fat lambs of 25@35c, while fat sheep are around 25c higher. At the peak of the advance Wednesday, a top of \$17.15 was reached, while Thursday's bulk of fed woolled lambs sold \$16.00@16.50; top, \$16.65. Fat ewes have cleared largely at \$8.50@9.50; top, \$9.75.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 28, 1929.

CATTLE—Moderate receipts and urgent buying demand brought 25@50c higher prices for beef steers and all fed yearlings. Choice 1600 lb. bullocks topped at \$13.60; medium weight beefs reached \$12.75; good yearlings, \$12.50, and choice mixed steer and heifer yearlings made \$13.00. All steers and yearlings, largely \$10.50@12.25. Fed heifers bulked at \$10.25@11.25, with a few up to \$11.75. Cows ruled strong to 25c higher at \$8.00@9.25 mostly. Vealers advanced 50c, and selects reached \$14.00. Medium bulls strengthened and bulked at \$8.50@8.75.

HOGS—Mostly 50c upturns occurred, and choice 190-260 lb. butchers sold up to \$10.65, new high top for the year. Desirable 180-340 lb. weights bulked at \$10.50@10.65, with lighter averages down to \$10.00 largely. Packing sows cashed at \$10.00 down.

SHEEP—Fat lambs scored a full 50c advance early in the week and topped

Kennett, Murray & Company

Union Stock Yards, LaFayette, Indiana

"On the Banks of the Wabash"

A Kennett-Murray Office Situated in the heart of Indiana's Corn-Belt. Good Yielding, Corn-Fed, High Quality Hogs and Small Stock. Unexcelled Service East and South.

Kennett-Murray Service Always

Other Kennett-Murray Markets

Buffalo, N. Y.
Chicago, Ill.
Cincinnati, O.
Dayton, O.

Detroit, Mich.
E. St. Louis, Ill.
Indianapolis, Ind.
Louisville, Ky.

Montgomery, Ala.
Nashville, Tenn.
Omaha, Neb.
Sioux City, Ia.

at \$16.75, but late weakness erased part of the upturn. The bulk of better grades cleared at \$16.25@16.60. Ewes advanced mostly 50c and reached \$9.50.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 28, 1929.

CATTLE—Compared with a week ago, steers, mixed yearlings and heifers, 25c to mostly 50c higher. Some steers were up more, with common kinds showing the least upturn. Cows, 25@50c higher; all cutters, 25c higher; bulls, 50c to mostly 75c higher; good and choice vealers, \$1.00 higher. Tops for week: 1,214 lb. matured steers, \$13.50; 965 lb. yearlings, \$13.25; 600 lb. mixed yearlings, \$12.85; 546 lb. heifers, \$12.25.

HOGS—Slackened receipts pushed hog values sharply higher. Compared with last Thursday, all hogs are 50@75c higher; pigs, 25@50c up. Today's trade was mostly 15@20c higher, bulk of hogs earning \$11.10@11.25; top, \$11.35; heavy butchers, down to \$10.90. Packing sows scored \$10.00@10.15.

SHEEP—Lambs advanced 25@50c, sheep holding steady. Bulk of lambs sold today at \$16.75, a few specialties at \$17.25. Clipped lambs sold at \$15.00; fat ewes, \$9.25 down.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., Feb. 27, 1929.

CATTLE—The resumption of normal runs today wiped out part of the early

upturn, leaving closing values still on a strong to 25c higher basis for the week. Top medium weight steers for the week and month scored at \$12.25; other desirable offerings, \$11.50@12.00; bulk all weights, \$10.25@11.50. Fat cows closed at \$7.25@8.50 on common and medium grades; heifers, \$8.50@9.75; cutters, \$5.75@6.75; bulls, \$8.75 down; vealers, largely \$14.50.

HOGS—Hog values scored a 25c upturn, desirable lights and butchers selling mostly at \$10.50; plainer kinds, to \$10.25; light lights and pigs, \$10.00; with packing sows, \$9.75.

SHEEP—Upturns on lambs were 25@50c, desirable natives and fed offerings today selling at \$15.50@16.00; ewes, \$8.00@8.50.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 28, 1929.

CATTLE—Features of the week's cattle trade were stronger prices, sharply increased receipts of better quality, and a higher percentage of weighty bullocks. Steers and yearlings showed a further 25@50c bulge, making \$1.00 and more for the past two weeks. Heifers and bulls ruled strong to 25c higher; vealers, 50c higher; cow stuff, unchanged. Steer receipts were nearly 30 per cent larger than the week before, and weights averaged considerably heavier. Bulk of steers and yearlings brought \$11.00@13.00, with a top of \$13.50 for a dozen loads of choice 1,200 lb. to 1,500 lb. Best heifers brought \$12.15; cows, \$10.10; vealers, \$14.00.

HOGS—Hogs advanced 75c, and the top reached \$11.10, the highest mark since late September. Light and medium weights enjoyed the upturn and sold principally from \$10.90@11.00 late. Hogs above 250 lb., largely \$10.50@10.85; packing sows, \$9.35@9.75.

SHEEP—The lamb market was in buoyant form again, with prices at one time 75c higher, and finally 25@50c higher than a week earlier. The top was \$16.65, bettering the earlier season's high mark of \$16.50. Choice light lambs would have brought \$17.00 at the week's best time. Choice, light ewes were quotable at \$9.75.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended Feb. 23, 1929, and comparative periods:

At 20 markets:	Cattle.*	Hogs.	Sheep.
Week ended Feb. 23.....	168,000	675,000	278,000
Week ago	173,000	823,000	334,000
1928	200,000	904,000	304,000
1927	221,000	638,000	287,000
1926	217,000	590,000	294,000
1925	209,000	893,000	273,000

At 11 markets:	Hogs.
Week ended Feb. 23	582,000
Previous week	720,000
1928	856,000
1927	570,000
1926	519,000
1925	602,000

At 7 markets:	Cattle.*	Hogs.	Sheep.
Week ended Feb. 23.....	129,000	511,000	204,000
Previous week	132,000	644,000	233,000
1928	147,000	742,000	217,000
1927	189,000	502,000	205,000
1926	168,000	448,000	227,000
1925	155,000	708,000	198,000

*Calves at Omaha, St. Louis and St. Joseph, counted as cattle previous to 1927.

J. W. MURPHY CO.

Order Buyers

HOGS ONLY

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

BANGS & TERRY

Buyers of Livestock

Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.

Reference: Stock Yards National Bank. Any Bank in Twin Cities

Write or wire us

Strictly Hog Order Buyers on

Commission Only

GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465

Union Stock Yards, Chicago

E. K. Corrigan

Exclusive Hog Order Buyer

Operating on Three Markets

So. Omaha Kansas City So. St. Joseph

E. K. Corrigan Karl N. Soeder R. G. Symon

The Commission is the Same—Why not Get the Best?

Three A-1 Hog Buyers to Serve You

Write—'Phone—Wire

Murphy Bros. & Company

Exclusively Hog Order Buyers

Telephone Yards 6184

Union Stock Yards, CHICAGO

Order Buyers of Live Stock

McMurray—Johnston—Walker, Inc.

Indianapolis
Indiana

Ft. Wayne
Indiana

R. R. Lewis Co.

Buyers Only

Hogs

Cattle

Union Stock Yards, So. St. Paul, Minn.

Do you buy your Livestock
through Recognized Pur-
chasing Agents?

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 23, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	500	8,000	2,500
Kansas City	300	1,600	...
Omaha	100	7,500	250
St. Louis	300	3,500	...
St. Joseph	150	2,000	2,000
Sioux City	2,900	8,500	500
St. Paul	300	3,500	100
Oklahoma City	300	1,200	...
Fort Worth	100	700	1,000
Milwaukee	...	100	...
Denver	100	900	16,300
Louisville	100	200	100
Wichita	300	1,700	600
Indianapolis	100	4,000	200
Pittsburgh	100	1,700	100
Cincinnati	200	1,500	100
Buffalo	100	500	200
Cleveland	100	800	...
Nashville	200	400	200
Toronto	300	1,300	200

MONDAY, FEBRUARY 25, 1929.

Chicago	15,000	65,000	45,000
Kansas City	9,000	10,000	7,000
Omaha	6,400	14,000	13,000
St. Louis	2,000	15,000	500
St. Joseph	2,500	4,500	7,000
Sioux City	4,000	13,500	3,500
St. Paul	2,100	14,000	5,000
Oklahoma City	900	1,500	...
Fort Worth	2,400	2,600	3,000
Milwaukee	200	300	100
Denver	2,000	5,800	8,900
Louisville	400	1,500	400
Wichita	1,000	4,200	600
Indianapolis	1,000	4,000	300
Pittsburgh	500	4,000	1,500
Cincinnati	1,000	3,600	100
Buffalo	1,000	7,700	7,400
Cleveland	1,000	3,300	2,900
Nashville	200	900	400
Toronto	2,300	600	400

TUESDAY, FEBRUARY 26, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	35,000	12,000
Kansas City	7,000	11,000	7,000
Omaha	5,500	16,000	10,000
St. Louis	3,000	11,500	1,500
St. Joseph	1,600	5,000	3,000
Sioux City	2,500	12,000	2,000
St. Paul	900	8,500	500
Oklahoma City	400	1,200	...
Fort Worth	1,200	1,700	700
Milwaukee	800	2,500	200
Denver	900	2,900	3,900
Louisville	100	1,500	400
Wichita	400	5,200	600
Indianapolis	700	6,000	1,000
Pittsburgh	...	800	300
Cincinnati	300	1,500	800
Buffalo	300	2,700	2,600
Cleveland	100	900	300
Nashville	1,000	1,100	100
Toronto	...	...	...

WEDNESDAY, FEBRUARY 27, 1929.

Chicago	6,000	20,000	15,000
Kansas City	7,000	10,000	5,000
Omaha	6,500	12,000	10,000
St. Louis	2,200	9,500	1,000
St. Joseph	2,600	6,500	3,000
Sioux City	2,500	11,000	2,500
St. Paul	2,200	16,000	500
Oklahoma City	500	1,000	...
Fort Worth	1,200	2,000	1,100
Milwaukee	500	1,800	300
Denver	400	1,900	600
Louisville	500	1,000	200
Wichita	400	7,700	400
Indianapolis	900	5,000	300
Pittsburgh	...	2,500	200
Cincinnati	400	1,000	100
Buffalo	200	1,800	900
Cleveland	300	3,700	1,200
Nashville	200	1,500	300
Toronto	1,500	1,500	400

THURSDAY, FEBRUARY 28, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	31,000	11,600
Kansas City	4,000	6,000	7,000
Omaha	4,000	13,000	16,000
St. Louis	1,500	8,500	700
St. Joseph	2,000	6,000	3,000
Sioux City	2,500	14,500	2,000
St. Paul	1,500	8,500	800
Oklahoma City	400	1,800	...
Fort Worth	1,400	2,000	1,400
Milwaukee	400	1,800	300
Denver	400	3,000	15,200
Louisville	300	2,000	300
Wichita	300	2,100	400
Indianapolis	500	4,000	200
Pittsburgh	...	1,800	500
Cincinnati	400	1,900	100
Buffalo	100	800	200
Cleveland	300	2,200	200
Nashville	400	1,400	300
Toronto	100	100	100

FRIDAY, MARCH 1, 1929.

Chicago	3,000	22,000	12,000
Kansas City	450	3,500	1,000
Omaha	1,200	14,000	9,000
St. Louis	750	10,000	500
St. Joseph	1,200	12,000	7,000
Sioux City	1,200	10,000	1,500
St. Paul	1,900	14,000	700
Oklahoma City	500	1,500	...
Fort Worth	900	2,100	1,800
Milwaukee	100	600	100
Denver	275	1,200	5,400
Wichita	300	6,000	400
Indianapolis	300	1,400	400
Pittsburgh	...	2,500	750
Cincinnati	275	2,900	100
Buffalo	175	1,900	3,000
Cleveland	100	1,400	800

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 28, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	10.75@11.10	10.75@11.15	10.40@10.75	10.30@10.90	10.50@10.75
Med. wt. (200-250 lbs.) med.-ch.	10.75@11.20	11.00@11.25	10.45@10.75	10.30@11.00	10.80@10.80
Lt. wt. (150-200 lbs.) com.-ch.	10.40@11.15	10.75@11.25	10.00@10.75	10.25@11.00	10.50@10.80
Lt. lt. (130-160 lbs.) com.-ch.	9.75@11.15	9.50@11.20	9.00@10.50	9.00@10.65	10.00@10.80
Packing sows, smooth and rough	9.75@10.35	9.65@10.15	9.65@10.15	9.75@9.90	9.75@10.25
Sitr. pigs (130 lbs. down) med.-ch.	8.25@10.25	7.25@10.00	...	8.00@9.15	10.00@10.25
Av. cost and wt., Tue. (pigs excl.)	10.76-235 lb.	10.82-223 lb.	10.42-240 lb.	10.56-255 lb.	10.47-228 lb.

Slaughter Cattle and Calves:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (1,500 LBS. UP):					
Good-ch	12.50@14.50	...	...	...	...
STEERS (1,300-1,500 LBS.):					
Choice	13.50@14.50	13.00@14.00	12.75@14.00	12.75@14.00	12.50@13.50
Good	12.50@13.50	11.75@13.00	11.75@12.75	11.65@12.75	11.25@12.50

STEERS (1,100-1,300 LBS.):					
Choice	13.75@14.75	13.25@14.25	12.75@14.25	12.75@14.25	12.75@13.75
Good	12.50@13.75	12.00@13.25	11.75@12.75	11.65@13.25	11.50@12.75

STEERS (950-1,100 LBS.):					
Choice	13.75@14.75	13.25@14.25	12.75@14.25	13.25@14.25	12.75@14.00
Good	12.75@13.75	12.25@13.25	11.75@12.75	11.75@13.25	11.50@12.75

STEERS (800 LBS. UP):					
Medium	11.50@12.75	10.75@12.25	10.50@11.75	10.50@11.75	9.75@11.25
Common	9.00@11.50	8.50@10.75	8.50@10.50	8.50@10.50	8.00@9.75

STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	14.00@15.00	13.25@14.50	12.75@14.25	13.25@14.50	12.75@14.00
Good	12.75@14.00	12.25@13.50	11.75@12.75	11.75@13.25	11.50@12.75

HEIFERS (850 LBS. DOWN):					
Choice	12.50@13.50	12.25@13.25	11.50@12.50	11.50@13.00	12.00@13.00
Good	11.50@12.75	11.00@12.25	10.75@11.50	10.50@12.00	10.25@12.00
Common-med.	8.00@11.50	7.75@11.00	7.50@10.75	7.50@10.75	7.50@10.25

HEIFERS (850 LBS. UP):					
Choice	10.50@12.75	10.50@12.50	10.25@12.00	10.25@12.00	10.00@12.00
Good	9.50@12.50	9.50@12.25	9.25@11.25	9.00@11.50	9.50@11.00
Medium	8.75@11.25	8.25@10.75	8.00@10.50	8.25@10.25	8.00@9.75

COWS:					
Choice	9.50@10.50	9.50@10.00	9.25@10.25	9.00@10.00	9.25@10.00
Good	8.50@9.50	8.50@9.50	8.50@9.25	8.25@9.00	8.50@9.25
Common-med.	6.90@8.50	7.25@8.50	6.75@8.50	6.75@8.25	7.00@8.50
Low cutter and cutter.	5.75@6.90	5.50@7.25	5.50@6.75	5.25@6.75	5.25@7.00

BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.40@10.50	9.50@10.50	8.75@9.75	8.75@9.75	8.50@9.75
Cutter-med.	8.00@9.40	7.25@9.50	7.25@8.75	6.75@8.75	7.60@8.75

CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@12.00	9.00@12.00	8.50@11.00	9.50@12.00	8.00@11.50
Cull-common	6.00@9.00	6.00@9.00	6.00@8.50	6.50@9.50	5.75@8.00

VEALERS (MILK-FED):					
Good-ch.	14.00@17.00	16.25@17.75	12.00@14.50	12.50@15.00	12.00@14.50
Medium	13.75@16.25	13.75@16.25	11.00@12.00	9.50@12.50	9.00@12.00
Cull-common	9.00@13.00	6.00@13.75	8.50@11.00	6.00@9.50	6.00@9.00

SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down) good-ch.	16.00@17.25	15.75@17.00	15.50@16.75	15.50@16.50	15.75@16.50
Lambs (82 lbs. down) med.	14.75@16.00	14.00@15.75	14.00@15.50	14.50@15.50	14.25@15.75
Lambs (all weights) cull-com.	11.00@14.75	10.25@14.00	10.25@14.00	10.00@14.50	10.25@14.25

Yearlings wethers (110 lbs. down) medium-choice	11.00@15.00	10.25@14.00	10.25@13.75	11.00@14.50	10.25@14.00
Ewes (120 lbs. down) med.-ch.	7.85@9.50	7.75@9.50	7.75@9.75	7.50@9.25	7.25@8.50
Ewes (120-150 lbs.) med.-ch.	7.60@9.25	7.25@9.25	7.50@9.50	7.25@9.00	7.00@8.50
Ewes (all weights) cull-com.	3.75@7.85	3.75@7.75	3.25@7.75	3.50@7.25	2.50@7.25

SLAUGHTER REPORTS

Special reports to The National Provisioner of livestock slaughtered at 15 centers for the week ended Feb. 23, 1929, with comparisons.

CATTLE.

	Week ended Feb. 23, 1928.	Prev. week.	Cur. week.
Chicago	21,525	18,890	20,802
Kansas City	17,456	16,001	18,557
Omaha	13,494	16,029	15,594
St. Louis	6,817	8,429	9,632
St. Joseph	6,954	7,028	8,066
Sioux City	6,951	8,117	8,512
Wichita	1,494	1,742	2,897
Fort Worth	4,916	4,788	5,000
Philadelphia	1,205	1,415	1,390
Indianapolis	774	1,072	6,783
Boston	1,104	1,160	1,305
New York & J. C.	8,621	7,921	8,522
Oklahoma City	4,306	3,924	4,180
Cincinnati	1,183	2,797	...
Denver	2,297	2,612	...
Total	98,597	101,939	107,730

HOGS.

*Chicago	168,724	168,656	215,000
Kansas City	28,139	34,056	54,561
Omaha	53,458	61,796	60,581
St. Louis	29,810	25,791	40,313
St. Joseph	25,032	38,113	37,404
Sioux City	42,554	48,587	57,042
Wichita	6,558	7,861	...
Fort Worth	9,248	10,903	9,610
Philadelphia	16,295	15,832	17,072
Indianapolis	17,196	20,626	60,678
Boston	16,613	17,608	21,918
New York & J. C.	55,108	54,402	65,945
Oklahoma City	9,156	9,878	10,167
Cincinnati	22,668	22,795	...
Denver	16,616	15,997	...
Total	504,245	538,151	668

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 23, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,386	5,611	18,148
Swift & Co.	4,658	8,386	16,289
Morris & Co.	2,319	2,482	2,329
Wilson & Co.	5,139	4,883	4,900
Anglo-Amer. Prov. Co.	1,332	1,976	...
G. H. Hammond Co.	2,071	4,192	...
Libby, McNeill & Libby.	620	...	...
Brennan Packing Co., 7,624 hogs; Independent Packing Co., 4,042 hogs; Boyd, Lunham & Co., 3,064 hogs; Western Packing & Provision Co., 9,040 hogs; Agar Packing Co., 6,424 hogs; others, 61,047 hogs.			
Totals:	Cattle, 21,525; calves, 7,828; hogs, 119,291; sheep, 41,686.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,179	747	4,717	5,057
Cudahy Packing Co.	2,378	508	2,677	4,890
Fowler Straub Co.	570	...	...	...
Morris & Co.	2,344	375	3,213	2,702
Swift & Co.	5,182	606	10,426	4,928
Wilson & Co.	3,229	542	3,336	4,065
Local butchers	687	39	1,770	97
Total	14,639	2,817	26,139	21,739

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,691	12,734	12,072
Cudahy Pkg. Co.	3,386	13,299	8,973
Dold Pkg. Co.	926	6,997	...
Morris & Co.	1,393	4,324	4,958
Swift & Co.	4,229	10,974	15,197
Eagle Pkg. Co.	4	...	...
Glassburg, M.	1	...	...
Hoffman Bros.	46	...	...
Mayerowich & Vail.	22	...	...
Omaha Pkg. Co.	46	...	...
J. Rife Pkg. Co.	2	...	...
J. Roth & Sons	81	...	...
Se. Omaha Pkg. Co.	33	...	...
Lincoln Pkg. Co.	269	...	...
Morrell & Co.	250	...	...
Nagle Pkg. Co.	312	...	...
T. M. Sinclair Co.	362	...	...
Wilson & Co.	121	...	...
Others	...	37,553	...
Total	16,174	85,881	41,200

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,279	952	2,758	419
Swift & Co.	1,802	1,079	4,842	784
Morris & Co.	1,236	153	633	134
E. Side Pkg. Co.	820	...	...	...
Others	48	55	3,507	95
Total	5,185	2,239	14,144	1,432

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,700	461	12,667	15,017
Armour and Co.	1,511	326	7,189	3,998
Morris & Co.	1,651	221	4,860	2,772
Others	2,599	67	6,285	3,174
Total	8,461	1,075	31,001	24,961

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,036	149	15,389	2,369
Armour and Co.	2,359	142	16,452	2,245
Swift & Co.	1,613	179	7,980	2,303
Smith Bros.	3	...	74	...
Local butchers	72	27	...	...
Others	1,621	50	22,338	251
Total	7,704	547	62,233	9,168

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,490	509	4,227	54
Wilson & Co.	1,550	637	4,523	38
Others	111	...	406	...
Total	3,160	1,146	9,156	92

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	963	304	10,054	3,642
Dold Pkg. Co.	350	13	4,357	15
Wichita D. Beef Co.	12	...	...	...
Dunn-Ostertag	85	...	...	...
Keeffe-LeSturgeon	26	...	...	...
Fred W. Dold	41	...	135	...
Total	1,177	317	14,546	3,657

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	664	113	5,322	10,144
Armour and Co.	598	137	4,474	10,879
Bayne-Murphy	407	105	2,676	...
Others	335	87	1,227	267
Total	1,972	442	13,699	21,290

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,685	2,056	9,979	2,332
Cudahy Pkg. Co.	774	614	...	305
Hertz Bros.	98	4	...	...
Swift & Co.	2,885	3,116	14,284	3,308
United Pkg. Co.	594	108	...	...
Others	286	41	15,587	...
Total	5,822	5,939	39,850	5,945

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	715	4,847	5,142	31
U. D. B. Co., N. Y.	34	...	...	...
The Layton Co.	...	1,286	...	...
R. Gumz & Co.	126	20	132	...
Armour & Co.	323	2,474	...	...
Butchers	217	256	217	98
Traders	217	78	13	16
Total	1,632	7,675	6,790	145

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	790	2,189	15,767	4,164
King & Co.	774	452	10,431	250
Indianapolis Abt. Co.	1,209	325	1,002	...
Armour & Co.	293	14	1,936	40
Hilgemeyer Bros.	4	...	1,350	...
Brown Bros.	185	22	172	...
Riverview Pkg. Co.	23	...	209	...
Schussler Pkg. Co.	10	...	311	...
Meier Pkg. Co.	88	4	320	...
Indiana Prov. Co.	40	6	492	58
Mans-Hartman Co.	23	6	...	...
A. Wabnitz	...	44	...	8
Hoosier Abt. Co.	13	...	...	...
Others	291	65	320	78
Total	3,833	2,937	32,310	4,598

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	...	...	629	...
C. A. Freund	104	48	144	...
S. W. Gall's Sons	...	4	...	282
J. Hilberg & Son.	73	...	...	29
Gus Juergling	104	64	...	33
E. Kahn's Sons Co.	797	265	1,071	49
Kroger G. & B. Co.	96	149	1,196	...
Lohrey Pkg. Co.	3	...	320	...
H. H. Meyer Co.	3	...	785	...
W. G. Rehn's Sons.	92	...	...	...
A. Sander Pkg. Co.	4	...	1,252	...
J. Schlachter's Sons.	156	233	...	38
J. & F. Schroth Co.	14	...	1,849	...
J. Vogel & Son.	...	...	3	405
John P. Stegner.	171	127	...	...
Foreign	172	580	5,060	40
Total	1,793	1,474	13,611	471

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Feb. 23, 1929, with comparisons:

CATTLE.

	Week ended Feb. 23.	Prev. week.	Cor. week.
Chicago	21,525	18,890	20,802
Kansas City	14,639	13,154	14,620
*Omaha	16,174	16,316	16,872
St. Louis	5,185	8,429	9,632
St. Joseph	8,461	8,200	8,748
Sioux City	7,704	9,013	9,354
Oklahoma City	3,160	2,929	3,214
Indianapolis	3,833	3,506	5,783
Cincinnati	1,793	1,747	1,326
Milwaukee	1,632	2,355	2,841
Wichita	1,177	1,288	1,729
Denver	1,972	2,316	...
St. Paul	5,822	8,055	10,074
Total	93,077	96,198	104,993

*Includes calves.

HOGS.

	Week ended Feb. 23.	Prev. week.	Cor. week.
Chicago	119,291	180,425	215,000
Kansas City	26,139	34,056	54,561
Omaha	35,821	87,856	108,358
St. Louis	14,144	25,791	6,502
St. Joseph	31,001	43,483	31,390
Sioux City	62,233	66,683	88,546
Oklahoma City	9,156	9,878	10,167
Indianapolis	32,310	42,447	56,448
Cincinnati	13,611	12,104	22,473
Milwaukee	6,790	8,165	11,420
Wichita	14,546	20,167	22,452
Denver	13,699	18,697	...
St. Paul	39,850	65,754	62,120
Total	468,651	615,506	690,037

SHEEP.

	Week ended Feb. 23.	Prev. week.	Cor. week.
Chicago	41,686	49,491	36,406
Kansas City	21,739	26,434	23,778
Omaha	41,200	48,912	46,912
St. Louis	1,432	3,170	6,502
St. Joseph	24,961	35,995	31,390
Sioux City	9,168	13,679	10,336
Oklahoma City	92	142	81
Indianapolis	459	2,498	2,605
Cincinnati	145	833	641
Milwaukee	145	885	540
Wichita	3,657	2,850	1,640
Denver	21,290	37,453	...
St. Paul	5,945	5,671	4,03
Total	176,364	222,693	164,993

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	1929.	1928.	1927.	1926.
Mon., Feb. 18.	14,939	3,100	57,769	20,105
Tues., Feb. 19.	7,002	1,990	24,585	13,880
Wed., Feb. 20.	7,847	1,562	22,504	13,114
Thurs., Feb. 21.	9,719	2,719	36,178	7,398
Fri., Feb. 22.	3,340	1,190	23,117	6,305
Sat., Feb. 23.	400	200	8,000	2,000
Total for week.	48,247	10,749	172,200	62,802
Previous week	41,602	12,246	243,545	65,537
Year ago	44,985	15,143	267,313	64,729
Two years ago	55,180	13,886	171,311	81,712

Year's receipts to Feb. 23, with comparative totals:

	February 1929.	1928.	1927.	1926.
Cattle	134,097	155,982	357,883	378,930
Calves	30,593	51,384	99,077	115,817
Hogs	701,290	950,625	1,789,748	2,018,893
Sheep	198,828	245,279	522,987	585,965

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 18.	3,660	99	17,734	5,150
Tues., Feb. 19.	1,859	237	11,574	4,715
Wed., Feb. 20.	1,999	31	5,332	3,398
Thurs., Feb. 21.	2,376	253	9,706	5,049
Fri., Feb. 22.	1,326	280	7,124	3,104
Sat., Feb. 23.	100	...	1,500	500
Total for week.	11,120	900	52,970	21,918
Previous week	13,012	336	59,004	14,848
Year ago	12,580	729	73,071	19,148
Two years ago	17,976	1,569	62,383	26,011

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamba.
Week ended Feb. 23.	\$12.00	\$10.45	\$ 7.25	\$16.20
Previous week	11.45	10.20	7.35	16.40
1928	13.00	8.05	8.90	15.85
1927	10.40	11.50	7.75	13.50
1926	9.60	12.00	7.90	12.65
1925	9.40	11.10	8.25	17.10
1924	9.45	7.10	9.00	14.95
Av. 1924-1928	\$10.35	\$ 9.95	\$ 8.30	\$14.75

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Feb. 23.	32,000	119,000	41,000
Previous week	28,590	184,541	50,689
1928	32,396	194,242	55,581
1927	37,204	106,928	55,701
1926	39,789	95,412	69,463
1925	31,070	146,981	42,076
1924	38,290	184,452	52,231

Savings* with Bloom Systems of Brine Spray Refrigeration

A Combination of Engineering Skill and Experience

Investigate the savings that can be made in *increased turnover** and *economical application** of refrigeration. Learn how you can easily *avoid losses** due to souring or frosted products.

Brine Spray Refrigeration for Beef and Hog Chill Rooms and Meat Coolers, and Air Conditioning Systems for Sausage Rooms are superior when installed by Bloom.

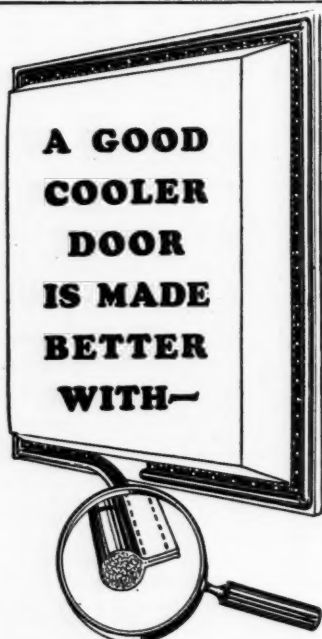
[Humidity Control Systems Building Cooling Systems
Brine Sprays Air Coolers Drying Systems
Boiler Type Refrigerating Coils]

S. C. BLOOM & COMPANY

MONADNOCK BLOCK

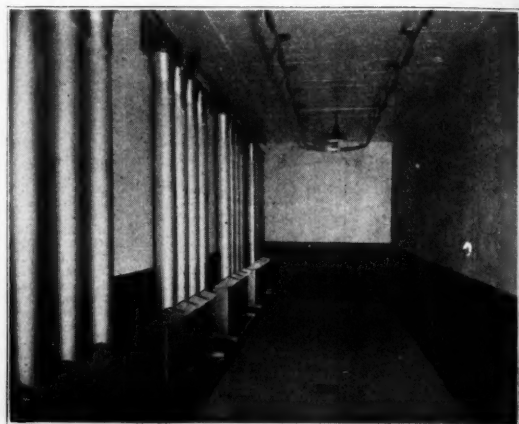
Manufacturers—Contractors—"Specialists to Packers"

CHICAGO, ILL.



Wirfs PATENTED
"AIRTITE" GASKET

E. J. Wirfs Organization, Inc., 113 S. 17th St., St. Louis, Mo.



Positive Spray Systems

Save Time and Money
An Attractive Spray Enclosure
No Splashing of Brine on Floors

Can be used by sacrificing least amount of space in all types of coolers

BONNELL TOHTZ COMPANY
1515-19 N. Grand Boulevard, St. Louis, Mo.

"United's Service"

provides
economical and efficient
COLD STORAGE ROOMS



Get our proposal and specifications on your next job

UNITED CORK COMPANIES

Main Factory

Lyndhurst, N.J.

Branch Offices in Principal Cities



LUSE-STEVENSON CO.

307 No. Michigan Ave.

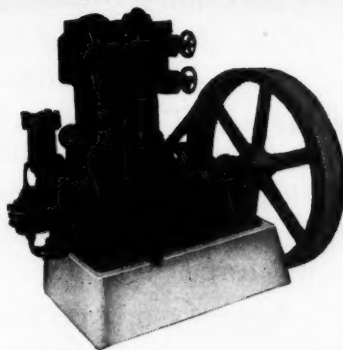
Chicago, Ill.

When your refrigerating system is designed and is installed by YORK engineers, you are assured absolute control of temperature continuously and economically.



The number of wholesale and retail meat dealers who rely completely on YORK refrigeration is in itself a guarantee to those who contemplate new installations.

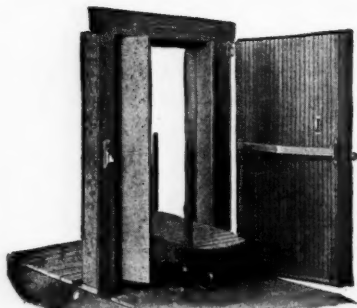
The design of YORK equipment is determined by the needs of the specific plant. YORK efficiency follows skillful planning.



For positive, low-cost refrigeration requiring least care . . . consult us.

Y O R K
ICE MACHINERY CORPORATION
Y O R K P E N N A

End the losses at the busiest cold storage Doorways



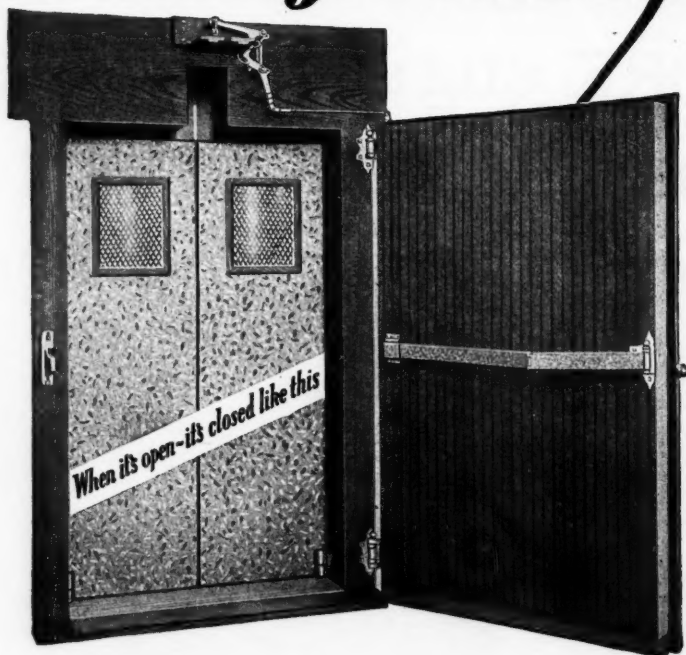
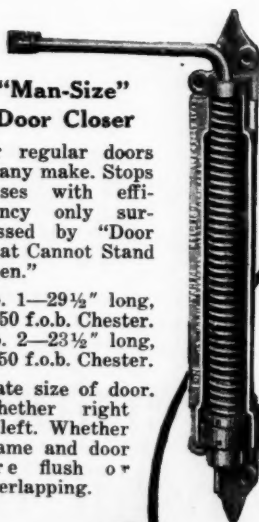
Going Out—Just bump the truck into the armored double-swing doors and keep on going. These double-swing flapper doors operate the unlatching bar on the main door, releasing door and throwing it open. The instant truck and man clear the doorway, gravity closes the double-swing doors.

"Man-Size" Door Closer

for regular doors of any make. Stops losses with efficiency only surpassed by "Door That Cannot Stand Open."

No. 1—29½" long, \$9.50 f.o.b. Chester.
No. 2—23½" long, \$8.50 f.o.b. Chester.

State size of door. Whether right or left. Whether frame and door are flush or overlapping.



TAKE the profits from busy doorways, *but stop the losses.* Put this patented "Door That Cannot Stand Open" on duty—the *speediest* of all doors in closing the opening.

It prevents the inflow of warm air which coats pipes and causes mold—keeps *in* the cold dry air you pay to create. It has paid for itself in a single August. Cannot come to rest except in closed position; its flappers work by the unfailing force of gravity. No springs.

Let us send you the details. Just address the

STEVENSON COLD STORAGE DOOR CO.
Chester, Pa. U. S. A.

New York Office, 2 W. 45th St., New York City

Factory Agents and Distributors—Gay Engineering Corp., 2650 Santa Fe Ave., Los Angeles; 525 Fourth St., San Francisco.

Stevenson

"Door That Cannot Stand Open"

Fully protected by patents—all infringements will be prosecuted

Standard Cold Storage Doors — Special Freezer Doors — Little Platform Ice Doors & Chutes

Ice and Refrigeration

REFRIGERATION NOTES.

The National Cold Storage Co., Columbus, O., has changed its name to the Federal Cold Storage Co., without change of ownership or personnel.

Officers of the Western Cold Storage Co., Chicago, have decided to discontinue operations about June 15, 1929, according to recent announcement. The step is being taken because civic developments have isolated the present plant, and the directors do not believe existing conditions in the local cold storage industry warrant building a new plant. Goods are no longer being received.

Plans for construction of a cold storage plant to cost approximately \$350,000 are being considered by business men at Twin Falls, Ida., in co-operation with the local chamber of commerce.

General offices of the Gulf Ice & Cold Storage Co. have been established at Evergreen, Ala. The company also is contemplating improvements at a number of its cold storage plants, and plans erection of a new plant at Evergreen for storage of meats for the surrounding district. A pamphlet entitled "Meat for the Farm" has been issued to this end.

Contracts have been let for construction of a cold storage plant at Greenwood, Miss., to be occupied by Mallette & Co. and equipped with modern cold storage facilities.

The Gulf Coast Fish & Poultry Co. is erecting a \$15,000 cold storage warehouse at Bradenton, Fla. The Baker Ice Machine Co. are engineers for equipment to be installed.

CONDENSER HEAT TESTS.

The concluding tests covering the investigation of heat transfer in ammonia condensers have been published in Bulletin 186, issued by the Engineering Experiment Station of the University of Illinois.

The two principal objects of the investigation are stated briefly as follows: To determine the effect of reducing the condensing surface of the shell-and-tube condenser, first by decreasing the length of the condenser tubes, and second by reducing the number of effective tubes; and to determine the coefficient of heat transfer for the double-pipe type of superheat remover.

Descriptions of tests on the vertical shell-and-tube condenser and superheat remover are included along with the results of each test.

As a result of this investigation the following conclusions are drawn:

1.—The thickness of the layer of liquid ammonia adhering to the tubes of the vertical shell-and-tube condenser materially affects the rate of heat transfer per unit of surface.

2.—At a constant water rate the coefficient of heat transfer decreases with increasing values of the mean temperature difference between the ammonia and the water in the vertical shell-and-tube condenser.

3.—Irrespective of the proportions of the vertical shell-and-tube condenser no

appreciable subcooling of the liquid occurs.

4.—The condenser tonnage developed per square foot of surface in the shell-and-tube condenser is independent of the size or proportions of the condenser as used in this investigation and is a function only of the initial temperature of the water and the amount circulated per square foot of surface per unit of time.

5.—The condenser tonnage developed per square foot of surface in the different types of condensers as used in this investigation is approximately the same regardless of proportions or arrangement of surface if a given amount of water at a given initial temperature is circulated per square foot of surface in a given time.

6.—One square foot of surface is approximately eight times as effective in transferring heat from saturated ammonia vapor to water as it is in transferring heat from superheated ammonia gas to water.

7.—For conditions to viscous flow on the water side the coefficient of heat transfers in a superheat remover is a linear function of the water velocity.

TURNING ETHICS INTO PROFITS.

(Continued from page 24.)

should he not let the sellers fight it out for his benefit?

As far as buying profiteering is concerned, a very persistent fact is that every manufacturer and every merchant is both buyer and seller. As sellers, we feel outraged by the buyers' tactics.

But has it ever occurred to us to inquire what our purchasing agents do? Are our purchasing agents price profiteers and price clubbers? Are we practicing on others what we condemn when practiced on us?

"I never thought of that," manufacturers have replied to these questions. And some of them have promptly added: "I'll put a stop to it at once."

To all of this kind of price-cutting there is but one fundamental remedy—that all sellers should adopt a system of firm bids and prices.

The Cure for Price Cutting.

Let them stick to their prices or bids, once they have been submitted. Let them do all their figuring in advance. Let them not fall before the price clubbing of the buyer.

Here is a task for trade associations. Group action is needed, and the trade association is the logical group to take the step.

There is nothing collusive in such procedure. On the next order, if a man wants the business, he can name a lower price. But it will be done on the basis of his own thinking, with his own cost figures before him, and not at the instance of a buyer who is using a club.

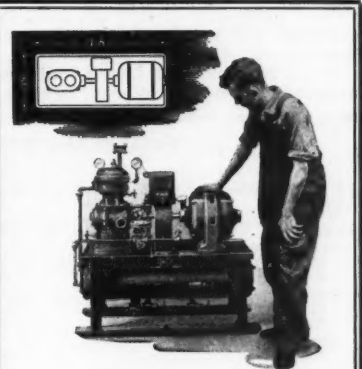
In turn, the buyers should support such a position. For, where the practice of firm quotations is standard, the buyer will know that the price quoted is the final price—the best that competition can secure for the goods and service in question. It will simplify and

expedite buying, and make for that firmer basis of business—confidence—growing out of the feeling on the part of both buyer and seller that each has received a fair value, the one in goods, the other in money.

But this is only one form of price cutting. The others—special discounts, rebates, loans of equipment, excessive trade-in allowances, etc.—are equally reprehensible, and should fall under the condemnation of trade groups and be done away with by trade association action and initiative.

All honor to the oil and cottonseed crushing industries, which have taken just such action against these manifold types of price cutting.

Let me now come back to the retailer. You who are retailers will ask if you



Small Space Required for This



Refrigerating Unit

What better use could be made of a space 3'-8" long by 18" wide than to install an automatic Frick Refrigerating Unit?

Distributors everywhere. Bulletins free on request. Write now to

Frick Company
WATERBURY, CONN. U.S.A.
 100 WESTERN AVENUE, CHICAGO, ILL.

are to give up the advantage of buying at the lowest possible price.

The Buyers' Side.

There is nothing in what I have said that encourages high or inordinate price quotations by the seller. Competition forces him to quote his best.

But, I protest, after he has quoted his best, it is contrary to the "live and let live" spirit to hammer him out of a decent profit and to deprive him of the margins necessary to improve his product and equipment, and thus continue to give better and better values.

Further, if you hammer his price too low, he's going to skimp on quality if he can get by with it, and that will react on your head through dissatisfied and possibly lost customers.

Let me stress, too, the need—from the standpoint of the retailer and consumer—for healthy manufacturing business. Our continued economic progress rests on research, on new discovery. If industry is deprived of the necessary funds to conduct research, our whole rate of progress will slow up, new merchandise will not be forthcoming and new customers will not appear.

Every business man knows that business today grows by offering new mer-

chandise and new products.

Doesn't Mean Higher Prices.

If you think, too, that in pleading for sound profit ideals I am visualizing, and am indifferent to higher prices to the public, I protest, rather, that I am thinking of the continued welfare of the public. Lowered costs and higher values have not come from bankrupt business, but from those that have been strong and powerful, that have been able to do research and install the latest machinery.

May I suggest, too, that it is the prosperous manufacturer who has well-paid employees, and that these employees are your customers?

It all comes back to this—prosperous, stable business is profitable to all of us, to employer, to employee, to merchant and to the public.

Responsibility to Industry.

To sum up, then, I propose the restoration of fair profit as an ideal for industry, for killing of the craze for volume, the elimination of price cutting after prices are quoted, the establishment of the firm price system, and the elimination of all other forms of price cutting. I propose the "live and let

live" principle in our buying and selling.

All these taken together involve the development of a sense of responsibility for the success of the industry on the part of everyone of its members.

And why should there not be that responsibility? For behold what one owes to his industry.

How does any man start in business today? With his own unaided knowledge? Not by any means. He draws on the treasury of experience accumulated over decades, over generations, possibly over centuries in his trade or industry.

He draws upon it through trade associations and his business and trade journals for knowledge of markets and current developments.

He Can Help or Hinder.

He calls upon it for men, for an operative now, a foreman some other time, or an executive.

He profits by the promotion and sales work of each of his competitors. Each salesman pushing similar goods, each advertisement of them, helps to familiarize prospective customers with his goods as well as those of others.

On the other hand, he weakens his industry if he stays out of his trade association, if he engages in unfair competition, if his hand is raised against his neighbors in the industry.

Today the need for industry solidarity is greater than ever before. Each industry is beset by the new competition, by the competition from the alternative products of other industries. It can go forward with strength, helping each member, only in the proportion that there is solidarity and unity of purpose.

Not a Bed of Roses.

Let me not convey the impression that if these things are done, business will become a bed of roses, that money can be made easily, and that cares will be at an end.

Business will never be a bed of roses, so long as ambition is born into the world. There will still be new products and new manufacturers to compete with; there will be cost reduction in production, sales and overhead which will require all our ingenuity to meet.

But there will be some relief from the unfairness of some present practices, and more strength as an industry to meet the common problems.

No Apology for Preaching Profits.

Finally, I make no apology for preaching profits. They are essential to healthy industry and trade, and healthy industry and trade make possible industrial expansion, satisfactory service to the public and stabilized employment. Profits, in a word, are an essential requisite if business is to perform its proper social service.

For business is a social service. It is the means by which we get physical necessities of food, clothing and shelter. More, it is the mechanism by which we create a physical environment more favorable each year to the spiritual and intellectual advancement of the race.

Business in this respect is a noble calling, and not a mere money-grubbing pursuit. Viewed in this light, we have a right to be proud that we are business men. But we have the responsibility, too, of seeing that our industries are healthy and contribute their service to the race.

WHOLESALE DRESSED MEAT PRICES.

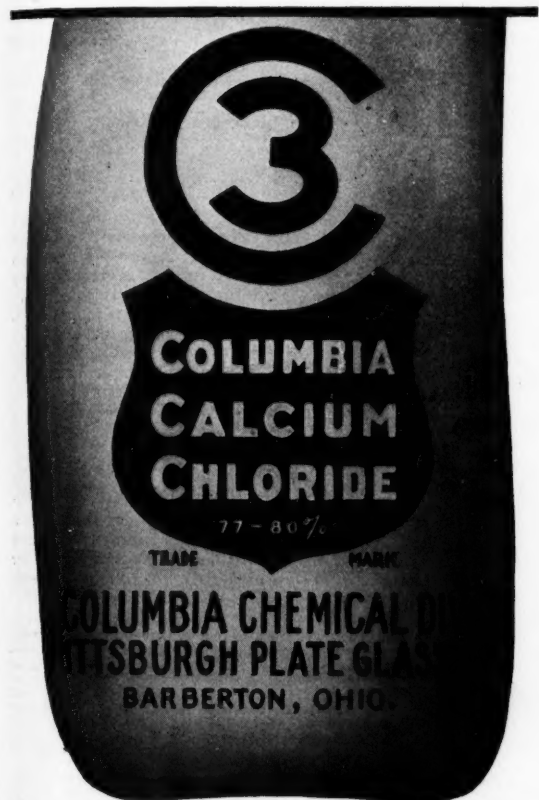
Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Feb. 28, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$19.00@20.50	\$19.50@20.00	\$21.00@22.00	\$21.00@22.00
Good	18.00@19.00	19.00@19.50	19.00@21.00	19.00@20.00
STEERS (550-700 lbs.):				
Choice	19.50@21.00		21.00@23.50	21.50@23.50
Good	18.00@19.50		19.00@21.00	19.00@20.50
STEERS (500 lbs. up):				
Medium	17.00@17.50	18.50@19.00	18.00@19.00	18.00@19.00
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	20.00@22.00		21.00@23.00	
Good	19.00@20.00		19.00@21.50	
Medium	18.00@19.00			
COWS:				
Good	15.00@16.50	16.50@17.00	17.00@18.00	17.00@17.50
Medium	14.00@15.00	16.00@16.50	16.00@17.00	15.50@16.50
Common	13.50@14.00	15.50@16.00	15.00@16.00	14.50@15.50
Fresh Veal and Calf Carcasses:				
VEALER (2):				
Choice	25.00@26.00	25.00@27.00	26.00@28.00	26.00@27.00
Good	23.00@25.00		23.00@25.00	24.00@25.00
Medium	20.00@22.00	20.00@22.00	21.00@23.00	20.00@23.00
Common	18.00@20.00	18.00@20.00	19.00@20.00	
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	28.00@29.00	29.00@30.00	30.00@32.00	30.00@32.00
Good	27.00@28.00	28.00@29.00	29.00@30.00	29.00@31.00
Medium	26.00@27.00	27.00@28.00	28.00@29.00	28.00@29.00
Common	25.00@26.00	26.00@27.00	27.00@28.00	
LAMB (39-45 lbs.):				
Choice	28.00@29.00	28.00@30.00	30.00@31.00	30.00@32.00
Good	27.00@28.00	27.00@28.00	29.00@30.00	29.00@31.00
Medium	26.00@27.00	26.00@27.00	28.00@29.00	28.00@29.00
Common	25.00@26.00		27.00@28.00	
LAMB (46-55 lbs.):				
Choice	27.00@28.00	27.00@28.00	29.00@30.00	27.00@29.00
Good	26.00@27.00	26.00@27.00	28.00@29.00	26.00@28.00
MUTTON (Ewe) 70 lbs. down:				
Good	15.00@17.00	16.00@18.00	16.00@17.00	18.00@19.00
Medium	13.00@15.00	14.00@16.00	14.00@16.00	15.00@17.00
Common	11.00@13.00	12.00@14.00	12.00@14.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	19.00@21.00	20.00@21.00		20.00@21.00
10-12 lbs. av.	19.00@20.00	20.00@21.00	19.50@21.00	20.00@21.00
12-15 lbs. av.	18.00@19.00	19.00@20.00	18.00@20.00	19.50@20.00
16-22 lbs. av.	17.00@18.00	17.00@18.00	17.00@18.50	18.50@19.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	15.00@15.50		16.00@17.00	16.00@17.00
PICNICS:				
6-8 lbs. av.		14.50@15.50		
BUTTS Boston Style:				
4-8 lbs. av.	17.50@18.50		19.00@21.00	19.00@20.00
SPARE RIBS:				
Half Sheets	11.00@12.00			
TRIMMINGS:				
Regular	10.00@10.50			
Lean	17.50@18.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago.



For Refrigeration!



"3-C" CALCIUM CHLORIDE assures a free-flowing, non-corrosive brine medium. Eliminates loss of time and expense for repairs to clogged pipes. Increases efficiency. Helps lower cost of operation. In flake form "3-C" is 77%-80% pure calcium chloride. In solid form, 73%-75%. Send the coupon today for full details.

Columbia Chemical Division,
Pittsburgh Plate Glass Co., Barberton, Ohio.

Please send complete information on the use of "3-C" Calcium Chloride for Refrigeration.

Name
Street
City

NP-329

Vilter REFRIGERATION



*This is Your
New Bulletin*

RECENTLY published, Bulletin No. 128 covers the application of the Vilter Self Contained Unit—shows its many uses and gives all the technical data necessary to enable you to determine its fitness for your use.

If you are interested in the smaller unit (1 ton to 6 tons capacity) for cooling or refrigerating, get this free bulletin at once.

The Vilter Manufacturing Co.
972 Clinton Street Milwaukee, Wis.

5-29

*Send this Coupon-or
Write NOW for free
Bulletin No. 128,*

The Vilter Manufacturing Co.
972 Clinton St.,
Milwaukee, Wisconsin

Please send a free copy of
Bulletin No. 128.

Name
Address

SAUSAGE QUALITY AND COST.

(Continued from page 25.)

1,300 lbs. of beef were put through the machine in 5¼ minutes. In a test on pork, the same quantity was chopped in the same time. In both cases a cone with ½-in. holes was used, the beef being ready for the silent cutter and the pork for the stuffing machine at the end of the chopping operations. In both cases bulk meat was used.

On the basis of these tests the capacity of the machine figures out at 13,520 lbs. per hour.

The cone does not need resharpening.

In addition to having a large capacity, the machine also possesses mechanical improvements that add to its usefulness and reduce maintenance costs.

Accidents Are Avoided.

Among these is an automatic feeding device that eliminates the possibility of accidents to operators. All that is necessary is to place the meat in the feed hopper, from which it is conveyed automatically to the feed screw. Only one operator, therefore, is required.

Among the mechanical details worthy of note are roll and ball bearings, a flexible coupling, and helical cut gears running in oil. The machine is a product of the Enterprise Manufacturing Co., Philadelphia, Pa.

GOBEL FINANCIAL REPORT.

(Continued from page 27.)

net profits of \$472,122, after all charges, including depreciation and federal income taxes. For the three months ended January 31, 1929, the operations of this unit show a net profit of approximately \$394,000.

"Many of the products of this plant can and will be utilized as raw material in the various other manufacturing units of your company in the East, and it is believed that a substantial saving can be effected through the full utilization of this source of supply for raw materials."

The Gobel Balance Sheet.

The consolidated balance sheet of the company and its subsidiaries as of December 31, 1928, shows the following assets and liabilities:

ASSETS.	
Current Assets:	
Cash	\$264,210.82
Accounts receivable—trade; less reserve for bad debts, \$49,425.53	1,102,367.30
Notes and miscellaneous accounts receivable	73,798.58
Mortgages receivable	27,871.00
Inventories at cost, or market if lower than cost:	
Meat products (\$168,838.39 pledged per contract)	\$1,332,541.20
Meat products in transit	109,744.08
Casings	71,537.80
Supplies	138,331.81

\$3,020,402.59

Prepaid expenses	123,414.16
Miscellaneous investments and accounts receivable	65,373.41
Capital assets:	
Land	\$507,129.60
Leasehold	28,530.18
Buildings and improvements	2,340,708.45
Machinery and equipment	1,116,153.30
Office furniture and fixtures	41,917.32
Delivery equipment	398,900.67
Branch store equipment	103,529.99
Fixtures and equipment at Rye Beach	45,185.89
Unamortized discount and expense on bonds	71,118.56
Organization expenses	87,815.38
Goodwill, incl. agency contract, killing rights and provision routes	1,733,474.63
	<u>\$9,683,654.13</u>

LIABILITIES.	
Current Liabilities:	
Notes payable—banks	\$738,000.00
Notes payable—trade, secured by warehouse receipts, per contract	98,905.00
Accounts payable, incl. liability for indus. in transit	529,614.43
Miscellaneous accounts payable	106,134.38
Due to officers	67,295.54
Federal taxes on income	108,048.04
Mortgages payable, on demand or maturing within one year	112,800.00
Mortgages payable, maturing after Dec. 31, 1929	276,000.00
Ten-year 6% sinking fund gold notes of Adolf Gobel, Inc., dated Sept. 1, 1926 (authorized \$1,000,000.00):	
Originally issued, less retired and cancelled \$100,000.00	\$750,000.00
Less notes purchased and held by company	150,000.00
	<u>600,000.00</u>
1½% First mortgage serial sinking fund gold bonds of George Kern, Inc., due November 1, 1937:	
Authorized and issued, less retired and cancelled \$75,000.00	\$800,000.00
Less bonds purchased and held by company	4,000.00
	<u>596,000.00</u>
Reserves for contingencies	9,244.53
Preferred stock, incl. arrears of dividends: George Kern, Inc., 7% cumulative	\$25,060.00
Merkel, Inc., 6½% cumulative	\$1,002,708.33
6½% convertible cumulative	50,135.42
	<u>1,077,923.75</u>
Minority interest:	
Keane-Loffler, Inc.	\$544,205.57
United Sausage Co.	46,138.83
George Kern, Inc.	413.56
	<u>590,757.96</u>

Net worth:	
Common stock, no-par value, incl. initial surplus:	
Authorized, 600,000 shares; issued and outstanding, 338,022½ shares; old issue, subject to exchange of three shares of new issue for one share of old issue, 3,485 shares equivalent to 10,455 shares; total, 348,477½ shares	\$3,382,015.90
Earned surplus, per attached statement	1,081,146.16
Capital surplus	309,708.44
	<u>4,772,870.50</u>
Contingent Liabilities:	
As endorser of commercial paper	\$2,500.00
Notes receivable discounted	15,129.51
	<u>\$9,683,654.13</u>

Consolidated Profit and Loss and Earned Surplus, Year 1928.	
Net sales	\$21,244,819.74
Cost of sales, selling, delivery, general and administrative expenses, incl. depreciation, \$197,354.48	20,410,075.71
Net profit from manufacturing and trading operations	\$825,744.03
Other incomes and/or deductions (net)	2,486.64
Net profit available for interest, taxes and dividends	\$823,257.39
Interest on funded debt, incl. amortization of discount and expense	88,191.34
Net profit, subject to federal taxes	\$735,066.05
Provision for federal taxes	85,535.37
Net profit	<u>\$649,530.68</u>
Deduct:	
Profits applicable to capital stock of subsidiaries prior to acquisition	\$20,628.81
Profits applicable to minority interests	19,953.32
Arrears of dividends on cumulative preferred stock	12,304.25
Dividends paid on preferred stock of Merkel, Inc., in the hands of the public	33,312.50
	<u>\$69,198.88</u>
Surplus at beginning of period, consisting of surplus of Adolf Gobel, Inc., and pro rata share of earnings of partially-owned subsidiary since acquisition	503,554.26
Adjustment of reserve for contingencies	16,268.90
Miscellaneous surplus adjustments	2,008.82
Surplus, Dec. 31, 1928, to balance sheet	<u>\$1,081,146.16</u>

The officers of the company are Frank M. Firor, president; Rodney Hitt, vice-president; Andrew D. Loffler, vice-president; Vincent Morrison, secretary; M. Sammuller, treasurer; D. G. McKay, assistant treasurer; and F. Howard Firor, assistant secretary.

The directors are Frank M. Firor, F. Howard Firor, William J. Hammer-slough, Rodney Hitt, Henry Merkel, George K. Morrow, George W. Spence and Ralph D. Ward.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Feb. 23, 1929, with comparisons:

	Week ended Feb. 23, 1929.	Prev. week.	Cr. week.
Western dressed meats:			
Steers, carcasses	1,857	1,940	2,082
Cows, carcasses	870	1,125	1,881
Bulls, carcasses	304	274	308
Veals, carcasses	1,513	2,197	2,008
Lambs, carcasses	9,530	6,943	11,444
Mutton, carcasses	1,276	1,477	1,288
Pork, lbs.	637,802	730,884	590,485
Local slaughters:			
Cattle	1,295	1,415	1,290
Calves	1,699	1,739	1,879
Hogs	16,295	15,832	17,072
Sheep	4,381	3,941	3,754

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Feb. 23, 1929:

Point of origin.	Commodity.	Amount.
Argentina—Canned meat		39,609 lbs.
Canada—Sweet pickled hams		30,009 lbs.
Canada—Quarters of beef		540
Cuba—Quarters of beef		16,288 lbs.
Cuba—Beef cuts		100 lbs.
Cuba—Veal cuts		1,035 lbs.
Cuba—Pork cuts		899 lbs.
France—Prepared beef in tins		4,875 lbs.
Germany—Smoked meats		6,594 lbs.
Germany—Sausage		1,335 lbs.
Germany—Canned meat		1,543 lbs.
Holland—Sausage		2,614 lbs.
Holland—Smoked hams		2,614 lbs.
Holland—Smoked hams in tins		1,108 lbs.
Italy—Smoked hams		12,670 lbs.
Italy—Sausage		27,000 lbs.
Paraguay—Canned meats		951 lbs.
Spain—Sausage in tins		

Eliminate the Weak Link

WASTE



CHUTES

STORAGE

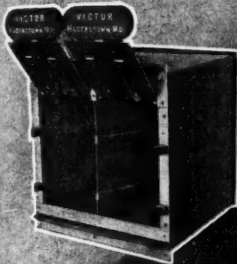
PIPING

DOORS

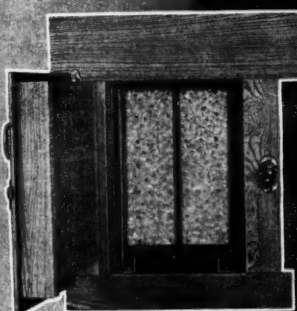
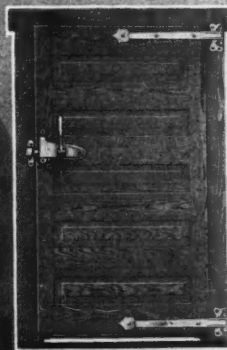
ICING

Waste, the weak link in refrigeration construction, can definitely be eliminated by the use of "Standard" refrigeration units—the installation of doors and products that are scientifically made, and guaranteed to seal tight. Four of the many "Standard" Victor Refrigeration products are shown here.—Write for complete Catalog.

VICTOR STANDARD ICE CHUTE



VICTOR STANDARD COOLER DOOR



VICTOR MILK CAN PASSING DOOR



VICTOR SUPER-FREEZER DOOR



VICTOR COOLER DOOR CO., Inc.

HAGERSTOWN, MD.

Branch Offices

New York Oakland Chicago Atlanta

Distributors

Allan Ice Machine Co.
36th and K Sts.
Omaha, Nebr.
L. A. Roser
234 W. First South
Salt Lake City, Utah
Southern States Ice Co.
4th Floor Candler Annex
Atlanta, Ga.

Factory Supply Co.
2121 Avenue D
Birmingham, Ala.
H. T. Seafree
930 Tchoupitoulas St.
New Orleans, La.
Central Eng. & Supply Co.
2615 Latimer St.
Dallas, Texas
J. A. Congleton
1116 Acuff St.
Houston, Texas

Edwards Ice Mach. & Sup. Co.
3623 East Marginal Way
Seattle, Wash.
Edwards Ice Mach. & Sup. Co.
3749 Landrean Street
Oakland, Cal.
Warren & Bailey Co.
214 East Third St.
Los Angeles, Cal.

1929.
Surplus,
241,819.74
419,075.71
825,744.05
2,486.04
823,257.39
88,191.34
735,060.05
85,535.37
649,530.08
86,108.88
503,331.80
503,554.39
16,323.90
2,008.02
1,081,146.16
any are
Rodney
Loffler,
son, sec-
er; D. G.
and F.
ary.
M. Firor,
Hammer-
Merkel,
Spence
PPLIES.
ed meats
city and
phia for
vith com-
ev. week,
ek. 1928
940 2,082
25 1,861
274 308
197 2,088
943 11,444
477 1,206
884 580,488
415 1,200
730 1,879
832 17,572
941 3,754
YORK.
products
York for
Amount.
39,600 lbs.
30,000 lbs.
138
540
16,296 lbs.
100 lbs.
1,035 lbs.
880 lbs.
4,875 lbs.
6,384 lbs.
1,335 lbs.
543 lbs.
2,614 lbs.
2,614 lbs.
1,105 lbs.
12,670 lbs.
27,000 lbs.
994 lbs.

F. C. ROGERS**BROKER****Provisions**

Philadelphia Office
Ninth & Noble Streets

New York Office
New York Produce Exchange

*The Davidson
Commission Co.*

Packing House Products*Oldest Brokers in Our Line*

Tallow, Grease, Provisions, Oils
Tankage, Bones, Cracklings, Hog Hair
Carcass Beef—F. S. Lard—Green Fork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed

Eight Phones Postal Telegraph Bldg.
All Working CHICAGO

JOHN H. BURNS CO., Broker*Export Packing House Products Domestic*

407 Produce Exchange, New York City

Member New York Produce Exchange

Cable Address: "Jonburns"

Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)
Rep., Wynantkill Mfg. Co., Stockinettes, Troy, N. Y.

GEO. H. JACKLE*Broker*

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector St.

New York City

W. P. Battle & Co.**Cotton Seed Products**

57 and 58 PORTER BLDG.

Memphis

Tenn.

J. C. Wood - Robt. Burrows

Give Each Order Their
Personal Attention

*Cash Provisions - Beef - Etc**Future Provisions - Grain and Cotton***Members Chicago Board of Trade***Daily Price List Sent on Request*

Central
6889

J. C. Wood & Co.

105 W. Adams Street

BROKERS

CHICAGO

W. J. Lake & Company, Inc.**Brokers, Importers and Exporters for the****Pacific Coast Market****Provisions, Fats, Oils and all By-Products****SEATTLE, WASH. All Codes PORTLAND, ORE.**

H. C. GARDNER

F. A. LINDBERG

GARDNER & LINDBERG**ENGINEERS**

Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage, Manufacturing
Plants, Power Installations, Investigations

1134 Marquette Bldg.

CHICAGO

H. P. Henschien

R. J. McLaren

HENSCHIE & McLAREN*Architects*

1637 Prairie Ave.

Chicago, Ill.

PACKING PLANTS AND COLD STORAGE CONSTRUCTION**Cold Storage Installation****All Kinds of Refrigerator Construction****JOHN R. LIVEZEY**

Glenwood Avenue, West 22nd St., Philadelphia, Pa.

556-530 St. Paul St., Baltimore, Md.

202 Woodward Bldg., Washington, D. C.

Main Office

140 W. Van Buren St.

CHICAGO, ILL.**All Codes****E. G. JAMES COMPANY****PROVISION BROKERS**

Beef, Provisions, Packing House Products,
Tallow, Greases, Fertilizer Materials, Bone
Materials, Animal Feeds, Whale Guano,
Bird Guano



We trade in Domestic, Canadian, European,
Australian, New Zealand and South
American products on
brokerage basis.

*Branch Offices***148 State St.,
BOSTON, MASS.**

**Drovers and Mechanics
Bank Building,
BALTIMORE, MD.**

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Chicago Section

Robert C. Johnson, manager of the Oscar Mayer & Co. plant at Madison, Wis., was in Chicago a few days ago.

George C. Silcock, president of City Renderers, Ltd., Montreal, Canada, was a visitor in Chicago several days ago.

F. C. Gates, of Jacob E. Decker & Sons, Mason City, Ia., was a visitor in the city for a day or two this week.

George R. Drever, broker, Seattle, Wash., stopped off in Chicago recently in the course of an Eastern business trip.

General manager E. S. Urwitz of the Dryfus Packing Co., Lafayette, Ind., was in the city this week for a short visit.

W. H. Bryan, superintendent of the Northern Packing Co., Grand Forks, N. D., spent a day or two in the city recently.

A. C. Sinclair, vice-president of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., was in Chicago a few days ago for a short visit.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 17,715 cattle, 9,232 calves, 61,682 hogs and 39,321 sheep.

H. Peter Henschien, Henschien & McLaren, Chicago, packinghouse engineers, has been enjoying the balmy breezes of Key West, Fla., recently, but will return to the frigid North some time next week.

H. R. Elliott, president of Elliott & Co., packers of Duluth, Minn., has been in the city the past several days, both on business and to renew old friendships in the industry.

Provision shipments from Chicago for the week ended Feb. 23, 1929, with comparisons, were as follows:

	Cor. week.	Last wk.	Prev. wk.	1928.
Cured meats, lbs.	16,045,000	18,334,000	14,568,000	
Fresh meats, lbs.	34,196,000	35,709,000	36,174,000	
Lard, lbs.	5,154,000	5,259,000	8,327,000	

D. W. Awtry, the well-known packing-house curing expert, has severed his connection with the Diamond Crystal Salt Co., and is now located in Chicago doing special consulting work in the field in which he is a recognized authority.

J. W. Powley, manager of the animal by-products department, Armour and Company, Chicago, has been in Hammond, Ind., for the past several days, attending the funeral of his mother. Sincerest sympathies are extended to him by his many friends.

Max Weill, of E. Rauh & Sons Co., Indianapolis, Ind., and well-known in the rendering industry, died last week in that city. His passing is a source of deep regret to his friends and associates, for all who knew him respected and admired him greatly.

NEW MEAT PLANT FOR PANAMA.

A modern meat packing plant will be erected in Panama, according to information received by THE NATIONAL PROVISIONER from Robert E. Jordan, Baltimore, Md., packing plant engineer, who has just returned from that country, and who has been commissioned to prepare the plant.

The plant, which will be built by Francisco Arias, will be of reinforced concrete, two stories high with a mezzanine floor, and will be approximately 75 by 125 ft. in size. The plans also provide for a second building in which the power plant will be housed, and pens for the livestock. The cost will run into six figures, it is said.

Equipment of the latest design will be installed to slaughter cattle and hogs, manufacture sausage and other products and handle by-products. The manufacture of sausage, it is expected, will be one of the principal activities.

In addition to cooler service for meat and meat products, there will be also refrigerated rooms for vegetables, eggs, fish, cheese and other dairy products. The smoking of fish will also be carried on.

It is expected that the plans and specifications will be completed so that construction work can start in the early spring. The work will then be rushed so that the plant can be placed in operation during the latter part of the present year.

NATIONAL LEATHER FINANCES.

(Continued from page 26.)

threatened, and, therefore, it may be expected that, after the present period of readjustment is over, leather prices will be at levels comfortable for our customers and profitable to the tanner."

The consolidated income account and surplus statement of the company for the fiscal year ended December 29, 1928, was as follows:

Sales, net	\$24,137,887.08
Profit from operations including proportionate share of year's results of affiliated companies; and after charging all operating expenses, selling, administrative and general expenses, and providing for depreciation on manufacturing properties \$	238,900.75
Interest on borrowed money	\$ 197,323.70
Less interest received	67,123.81
	130,199.89
Profit for year	\$ 108,700.86
Deficit beginning of year \$3,019,387.57	
Less share of affiliated companies' surplus earned prior to January 1, 1928	465,060.46
	2,554,318.11
Deficit, Dec. 29, 1928	\$ 2,445,617.25

Officers of the company are Geo. H. Swift, chairman of the board of directors; W. R. Fisher, president; F. J. Kitchell, vice-president; A. H. Handy, vice-president and assistant treasurer; H. J. Nichols, treasurer; F. W. Crocker, secretary; F. C. Bassett, assistant treasurer. The directors are Geo. H. Swift, W. R. Fisher, F. J. Kitchell, H. J. Nichols and F. W. Crocker. The general offices of the company are located at 210 South State St., Boston, Mass.

TRADE GLEANINGS

George W. Lyons has engaged in the sausage manufacturing business at Portland, Ore.

The abattoir of the Standard Meat & Livestock Co., Denver, Colo., was destroyed by fire recently with a loss estimated to exceed \$25,000.

A \$200,000 plant for the manufacture of fish scrap and oil for fertilizer purposes is being contemplated by the Mayport Fisheries Co., Inc., at Mayport, Fla.

The Cunningham Leather Co. has been incorporated at Lynn, Mass., with capital of \$75,000, to trade in hides, skins and leathers, and conduct tanning and currying operations.

Jacob Moschel's Sons, Inc., 153 Peckham St., Buffalo, N. Y., pork packers, have filed a voluntary petition in bankruptcy. Liabilities were listed at approximately \$220,000 and assets at about \$42,000.

Handschumacher & Co., Boston, Mass., dealers and manufacturers of pork products, recently opened a new five-story plant at 48 North St. Oscar H. Hoss is president and W. F. Handschumacher is treasurer.

The Tullis Cotton Oil Investment Co., San Antonio, Tex., was recently granted a charter, listing capital stock of \$200,000, with 2,000 shares non-par value. Fred R. Holmes, E. D. McMahon and W. Keller are incorporators.

A large meat packing company is considering the establishment of a branch house at Hattiesburg, Miss., according to announcement by the Hattiesburg chamber of commerce, with whom the company is negotiating.

A meat packing plant representing an investment of \$125,000 is to be established at Beaumont, Tex., by F. J. Zummo. The plant will have an initial capacity of approximately 15,000 head of cattle and 20,000 hogs annually.

Contracts have been awarded by Swift & Company for enlarging and improving the company's plant at Court and Jefferson Sts., Montgomery, Ala. The alterations will cost approximately \$16,000, and the plant is to be used for manufacturing sausage.

The packing plant of the former United Meat Co., Portland, Ore., has been acquired by J. J. Jorgensen and associates, and will be operated as a new concern, the Associated Meat Packers. Sale of the United plant was ratified recently by the circuit court and a deed delivered by the receivers. Papers of incorporation are being filed by Mr. Jorgensen, J. E. Bennett, Herman Kowales and Georges Andros.

ST. PAUL STOCKYARDS ELECTS.

At the annual meeting of stockholders of the St. Paul, Minn., Union Stockyards Co., held recently, all officers and directors of the company were re-elected for the ensuing year, with one exception. C. A. Cushman, who recently succeeded John S. Bangs, retired, as general manager of the St. Paul plant of Swift & Company, also replaces Mr. Bangs as a director of the St. Paul Stockyards company.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on Actual Cash Trading, Thursday,
Feb. 28, 1929.

Regular Hams.	Green.	S. P.
8-10	20 1/2	19 1/2
10-12	20 1/2	19 1/2
12-14	20	18 1/2
14-16	20	18 1/2
16-18	20	18 1/2
18-20	20	18 1/2
16-16 Range	20	18 1/2
16-22 Range	20	18 1/2

S. B. Bolling Hams.

H. Run.	Select.
16-18	18 1/2
18-20	18 1/2
20-22	18 1/2

Skinned Hams.

Green.	S. P.
10-14	20 1/2
14-16	20 1/2
16-18	20 1/2
18-20	20 1/2
20-22	20 1/2
22-24	20 1/2
24-26	18 1/2
26-30	17 1/2
30-35	17

Picnics.

Green.	S. P.
4-6	13 1/2
6-8	12 1/2
8-10	12 1/2
10-12	12
12-14	11 1/2

Bellies.*

Green.	Cured.
6-8	18 1/2
8-10	17 1/2
10-12	16 1/2
12-14	16
14-16	15 1/2
16-18	15 1/2

*Square cut and seedless.

D. S. Bellies.

Clear.	Rib.
14-16	14 1/2
16-18	13 1/2
18-20	13 1/2
20-25	13 1/2
25-30	13 1/2
30-35	13 1/2
35-40	13 1/2
40-50	12 1/2

D. S. Fat Backs.

8-10	9 1/2
10-12	10 1/2
12-14	11 1/2
14-16	12 1/2
16-18	13 1/2
18-20	13 1/2
20-25	14

D. S. Rough Ribs.

45-50	13 1/2
55-60	13 1/2
65-70	13
75-80	12 1/2

Other D. S. Meats.

Extra short clears	35-45
Extra short ribs	35-45
Regular plates	6-8
Clear plates	4-6
Jowl butts	9

FUTURE PRICES.

SATURDAY, FEBRUARY 23, 1929.

Open.	High.	Low.	Close.
LARD—			
Feb.	11.92	11.95	11.90n
Mar.	11.92	11.95	11.95ax
Apr.	12.25	12.27	12.07b
May	12.25	12.27	12.27
July	12.60		12.60
Sept.			12.90b

CLEAR BELLIES—

Mar.	14.40	14.22	14.00	13.45b
May	14.55-60	14.70	14.55	14.70b

SHORT RIBS—

May	13.50			13.50
July	13.97	13.97	13.95	13.95

MONDAY, FEBRUARY 25, 1929.

Open.	High.	Low.	Close.
LARD—			
Feb.	11.95	11.97 1/2	11.92 1/2
Mar.	11.95	11.97 1/2	11.92 1/2
Apr.	12.30	12.32 1/2	12.25
May	12.62 1/2-65	12.65	12.60
July			12.90n
Sept.			12.90n

CLEAR BELLIES—

Mar.	13.50	13.50	13.50	13.50b
May	14.20	14.20	14.15	14.15ax
July	14.75	14.75	14.70	14.70ax

SHORT RIBS—

May				13.50b
July				13.95n

TUESDAY, FEBRUARY 26, 1929.

Open.	High.	Low.	Close.
LARD—			
Feb.	11.90	11.95	11.87 1/2ax
Mar.	11.90	11.95	11.92 1/2
Apr.	12.25	12.30	12.07 1/2n
May	12.60	12.62 1/2	12.27 1/2
July			12.57 1/2
Sept.			12.87 1/2ax

CLEAR BELLIES—

Mar.	14.15	14.15	14.15	13.50n
May	14.15	14.15	14.15	14.15ax
July				14.67 1/2ax

SHORT RIBS—

May	14.10	14.10	14.10	13.60b
July	14.10	14.10	14.10	14.10

WEDNESDAY, FEBRUARY 27, 1929.

Open.	High.	Low.	Close.
LARD—			
Feb.	11.95	11.97 1/2	11.92 1/2
Mar.	11.95	11.95	11.90-11.92 1/2b
Apr.	12.30	12.30	12.07 1/2n
May	12.60	12.62 1/2	12.25
July			12.60
Sept.			12.87 1/2ax

CLEAR BELLIES—

Mar.	14.15	14.15	14.12 1/2	13.50n
May	14.65	14.65	14.65	14.12 1/2ax
July				14.65b

SHORT RIBS—

May	13.50	13.50	13.50	13.50
July				13.95ax

THURSDAY, FEBRUARY 28, 1929.

Open.	High.	Low.	Close.
LARD—			
Feb.	11.92 1/2	11.92 1/2	11.85n
Mar.	11.92 1/2	11.92 1/2	11.85-87 1/2
Apr.	12.30	12.30	12.05n
May	12.60	12.62 1/2	12.25
July			12.55
Sept.			12.82 1/2n

CLEAR BELLIES—

Mar.	14.00	14.00	14.00	13.50n
May	14.60	14.60	14.55	14.00b
July				14.60

SHORT RIBS—

May				13.50n
July				13.95ax

FRIDAY, MARCH 1, 1929.

Mch. ...	11.87½	11.92½	11.85	11.92½
Apr. ...	.....	.....	.....	12.07½
May ...	12.27½	12.30	12.22½	12.27½
July ...	12.57½	12.62½	12.55	12.60b
Sept. ...	12.90	12.92½	12.87½	12.92½
CLEAR BELLIES—				
Mch				12.75

CLEAR BELLIES—

Mch.	14.12 1/2	14.15	14.10	13.75n
May	14.70	14.75	14.65	14.15ax
July				14.75ax
Sept.				15.00b

SHORT RIBS—

May	14.05	14.05	14.05	13.50n
July				14.05

Key: ax, asked; b, bid; n, nominal; = split bid.

CHICAGO RETAIL MEATS

Beef.

Week ended	No.	No.	No.	Cor. wk.	No.
Feb. 21, 1929.	1.	2.	3.	1.	2.
Rib roast, hvy. end.	35	30	16	35	22
Rib roast, lt. end.	45	35	20	45	28
Chuck roast	30	27	21	26	20
Steaks, round	45	40	25	45	30
Steaks, sirloin	50	40	22	60	40
Steaks, porterhouse	75	45	29	75	45
Steaks, flank	28	25	18	28	25
Beef stew, chuck	27	22	17	20	18
Corned briskets,					
boneless	28	24	18	24	22
Corned plates	20	15	10	10	12
Corned rumps, bns.	25	22	18	25	22

Lamb.

Good.	Com.	Good.	Com.
Hindquarters	35	34	32
Legs	40	30	35
Steaks	25	15	20
Chops, shoulder	25	20	25
Chops, rib and loin	60	25	55

Mutton.

Legs	24	26	26
Stew	10	10	10
Shoulders	14	16	16
Chops, rib and loin	35	35	35

Pork.

Loins, 8@10 av.	24	26	18
Loins, 10@12 av.	24	26	17
Loins, 12@14 av.	21	22	17
Loins, 14 and over	18	21	16
Chops	18	15	16
Shoulders	18	15	16
Butts	22	22	16
Spareribs	16	16	14
Hocks	12	12	14
Leaf lard, raw	14	14	12 1/2

Veal.

Hindquarters	30	35	30
Forequarters	22	24	18
Legs	30	35	30
Breasts	16	22	12
Shoulders	18	22	15
Cutlets	50	50	50
Rib and loin chops	50	50	48

Butchers' Offal.

Suet	@ 5 1/2	@ 6
Shop fat	@ 3	@ 3
Bone, per 100 lbs.	@ 50	@ 50
Calf skins	@ 22	@ 24
Kips	@ 21	@ 22
Deacons	@ 12	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, l. c. l. Chicago	9%	
Saltpetre, less than 25 bbl. lots, f.o.b. New York:		
Dbl. rfd. gran.	6	5%
Small crystals	7%	
Medium crystals	7%	
Large crystals	8%	
Dbl. rfd. gran. Nitrate of Soda	4	3%
Saltpetre, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. rfd. gran.	5%	5%
Small crystals	7%	
Medium crystals	7%	
Large crystals	8%	
Dbl. rfd. gran. Nitrate of Soda	3%	3%
Boric acid, carloads, p.w.d., bbls.	8%	8%
Crystals to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	8%	8%
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or pow., bbls.	5	
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago, bulk		\$6.00
Medium, car lots, per ton, f.o.b. Chicago, bulk		9.10
Rock, carlots, per ton, f.o.b. Chicago		8.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		\$2.10
Second sugar, 90 basis		2.05
Syrup, testing 65 and 65 combined sucrose and invert, New York		2.10
Standard gran. f.o.b. refiners (2%)		2.10
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		2.40
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		2.40

AUSTRALIAN MEAT EXPORTS.

Exports of meat from Australia during November, 1928, according to advices to the U. S. Department of Commerce, were as follows:

	Mutton.	Lamb.	Beef.
	carcases.	carcases.	quarters.
To United Kingdom	71,413	273,876	56,628
Other countries	9,426	4,508	56,897
Total export	80,239	278,444	113,525

PURE VINEGARS

A. P. CALLAHAN & COMPANY

307 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Feb. 28, 1929.	Cor. week, 1928.
Prime native steers.....	21 @24	23 @24
Good native steers.....	20 @21	19 @22
Medium steers.....	18 @20	17 @18
Hifers, good.....	18 @20	17 @22
Cows.....	14 @18	15 @17
Old quarters, choice.....	24 @30	26 @30
Fore quarters, choice.....	19 @20	19 @20

Beef Cuts.

Steer loins, No. 1.....	@39	@50
Steer loins, No. 2.....	@35	@42
Steer short loins, No. 1.....	@48	@60
Steer short loins, No. 2.....	@41	@53
Steer loin ends (hips).....	@30	33 @35
Steer loins, No. 2.....	@25	34 @30
Cow short loins.....	@30	@40
Cow loin ends (hips).....	@21	@20
Steer ribs, No. 1.....	@27	@35
Steer ribs, No. 2.....	@25	@33
Cow ribs, No. 1.....	@17	@23
Cow ribs, No. 2.....	@15	@14
Steer rounds, No. 1.....	@19 1/2	@20 1/2
Steer rounds, No. 2.....	@19	@20
Steer chuck, No. 1.....	@18	@18
Steer chuck, No. 2.....	@17	@17
Cow rounds.....	@17 1/2	@17 1/2
Cow chuck.....	@15	@14 1/2
Strip loins, No. 1, homeless.....	@35	@35
Strip loins, No. 2.....	@35	@35
Briskets, No. 1.....	@21	@21
Steer navel ends.....	@10 1/2	@10 1/2
Cow navel ends.....	@12	@11 1/2
Fore shanks.....	@18 1/2	@11
Hind shanks.....	@10	@10
Strip loins, No. 1, homeless.....	@35	@35
Strip loins, No. 2.....	@35	@35
Striplin butts, No. 1.....	@28	@30
Striplin butts, No. 2.....	@28	@30
Beef tenderloins, No. 1.....	@75	@75
Beef tenderloins, No. 2.....	@70	@70
Lump butts.....	20 @30	20 @25
Plant steaks.....	@27	@22
Shoulder clods.....	19 @20	@16
Hanging tenderloins.....	@18	@18

Beef Products.

Brains (per lb.).....	@12	@13
Hearts.....	@10	@8
Tongues, 4@5.....	@35	@29
Sweetbreads.....	@45	@38
Stip loins, No. 1.....	@17	@15
Stip loins, No. 2.....	7 @6	7 1/2 @8
Frank tripe, H. C.....	@10	@10
Livers.....	10 @24	20 @23
Kidneys, per lb.....	@15	@12

Veal.

Choice carcasses.....	24 @25	24 @25
Good carcasses.....	18 @23	18 @23
Good middles.....	25 @30	25 @31
Good backs.....	18 @20	15 @20
Medium backs.....	12 @14	12 @13

Veal Products.

Brains, each.....	@14	@15
Sweetbreads.....	@75	@78
Gift livers.....	@57	@60

Lamb.

Choice lambs.....	@28	@30
Medium lambs.....	@27	@27
Choice saddle.....	@32	@31
Medium saddle.....	@29	@29
Choice fore.....	@24	@21
Medium fore.....	@22	@20
Lamb ribs, per lb.....	@33	@32
Lamb tongues, per lb.....	@16	@15
Lamb kidneys, per lb.....	@30	@30

Mutton.

Heavy sheep.....	@15	@14
Light sheep.....	@17	@17
Heavy middles.....	@17	@16
Light middles.....	@18	@18
Heavy fore.....	@13	@12
Light fore.....	@14	@14
Mutton legs.....	@21	@20
Mutton loins.....	@15	@15
Mutton stew.....	@10	@12
Sheep tongues, per lb.....	@15	@15
Sheep heads, each.....	@10	@10

Fresh Pork, Etc.

Pork loins, 8@10 lb. av.....	@20	14 @15
Pine shoulders.....	@14 1/2	@12
Round shoulders.....	@15	11 @11 1/2
Tenderloins.....	@45	45 @50
Pork ribs.....	@12	9 @11
Back fat.....	@12	@11
Ham hocks.....	@14	13 @14
Tails.....	@12	10 @11
Neck bones.....	@4 1/2	3 @4
Rip bones.....	@14	@10
Diced bones.....	@13	9 @10
Pork feet.....	@6	4 1/2 @5
Kidneys, per lb.....	@11	5 1/2 @6
Livers.....	@7	@14
Brains.....	@8	@8
Ham.....	@7	@7
Feet.....	@9	@8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@27
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@21
Frankfurts in sheep casings.....	@24
Frankfurts in hog casings.....	@22
Bologna in beef bungs, choice.....	@19 1/2
Bologna in cloth, paraffined, choice.....	@17
Bologna in beef middles, choice.....	@19
Liver sausage in hog bungs.....	@19
Smoked liver sausage in hog bungs.....	@28
Liver sausage in beef rounds.....	@15
Head cheese.....	@18
New England luncheon specialty.....	@28
Mixed luncheon specialty.....	@20 1/2
Tongue sausage.....	@24
Blood sausage.....	@18
Polish sausage.....	@20 1/2
Sausage.....	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@50
Thuringer Cervelat.....	@27
Farmer.....	@33
Holsteiner.....	@31
B. C. Salami, choice.....	@49
Milano Salami, choice, in hog bungs.....	@28
B. C. Salami, new condition.....	@28
Prisage, choice, in hog middles.....	@45
Genoa style Salami.....	@58
Pepperoni.....	@42
Moradella, new condition.....	@27
Capicola.....	@55
Italian style hams.....	@42
Virginia hams.....	@55

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

SAUSAGE MATERIALS.

Regular pork trimmings.....	@10
Special lean pork trimmings.....	@15 1/2
Extra lean pork trimmings.....	@17 1/2
Neck bone trimmings.....	@14
Pork cheek meat.....	12 @12 1/2
Pork hearts.....	9 @9 1/2
Native boneless bull meat (heavy).....	@17
Boneless chucks.....	@15 1/2
Shank meat.....	@13 1/2
Beef trimmings.....	@12 1/2
Beef hearts (trimmings).....	@9
Beef cheeks (trimmings).....	@11
Dressed canners, 300 lbs. and up.....	@11 1/2
Dressed canners, 350 lbs. and up.....	@12
Dr. bologna bulls, 500@700 lbs.....	@14
Beef tripe.....	5 @6
Cured pork tongue (can. trim.).....	@14

SAUSAGE CASINGS.

(T. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack.....	@50
Domestic round, 140 pack.....	@43
Wide export rounds.....	@80
Medium export rounds.....	@43
Narrow export rounds.....	52 1/2 @52 1/2
No. 1 weasands.....	18 @22
No. 2 weasands.....	10 @13 1/2
No. 1 bungs.....	55 @40
No. 2 bungs.....	22 @22
Regular wide middles.....	1.10 @1.10
Selected wide middles.....	1.25 @1.25
Dried bladders:	
12/15.....	@2.00
10/12.....	@1.80
8/10.....	@1.60
6/8.....	1.25 @1.25
Hog casings:	
Narrow, per 100 yds.....	\$3.25
Narrow, special, per 100 yds.....	\$2.25
Medium, regular, per 100 yds.....	@1.25
Wide, per 100 yds.....	@.75
Extra wide, per 100 yds.....	@1.00
Export bungs.....	@.85
Large prime bungs.....	23 @.27
Medium prime bungs.....	12 @.14
Small prime bungs.....	8 @.09
Middles.....	13 @.30
Stomachs.....	6 @.10

Quotations for large lots. Smaller quantities at usual advances.	
VINEGAR PICKLED PRODUCTS.	
Regular tripe, 200-lb. bbl.....	\$16.00
Hockeycomb tripe, 200-lb. bbl.....	19.00
Pocket hockeycomb tripe, 200-lb. bbl.....	20.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	70.00
Lamb tongues, long cut, 200-lb. bbl.....	55.00
Lamb tongues, short cut, 200-lb. bbl.....	71.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	28.00
Family back pork, 30 to 34 pieces.....	30.00
Family back pork, 35 to 45 pieces.....	30.00
Clear back pork, 40 to 50 pieces.....	27.50
Clear plate pork, 25 to 35 pieces.....	20.50
Brisket pork.....	25.50
Bean pork.....	21.00
Plate beef.....	26.00
Extra plate beef, 200 lb. bbls.....	27.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.65 @1.67 1/2
Oak pork barrels, black iron hoops.....	1.72 1/2 @1.77 1/2
Ash pork barrels, galv. iron hoops.....	1.85 @1.87 1/2
White oak ham tierces.....	2.42 1/2 @2.45
Red oak ham tierces.....	2.62 1/2 @2.65

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@25
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2
Nut, 1 lb. cartons, f.o.b. Chicago.....	@18
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@16

DRY SALT MEATS.

Extra short clears.....	@12 1/2
Extra short ribs.....	@12 1/2
Short clear middles, 60-lb. avg.....	@12 1/2
Clear bellies, 16@20 lbs.....	@13 1/2
Clear bellies, 14@16 lbs.....	@14 1/2
Rib bellies, 20@25 lbs.....	@13 1/2
Rib bellies, 25@30 lbs.....	@13 1/2
Fat backs, 10@12 lbs.....	@10 1/2
Fat backs, 14@16 lbs.....	@12 1/2
Regular plates.....	@10 1/2
Butts.....	@9

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@25 1/2
Fancy skd. hams, 14@16 lbs.....	@28 1/2
Standard reg. hams, 14@16 lbs.....	@24 1/2
Picnics, 4@8 lbs.....	@19
Fancy bacon, 6@8 lbs.....	@29 1/2
Standard bacon, 6@8 lbs.....	@24 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.....	@48
Outsides, 6@9 lbs.....	@41
Knuckles, 5@9 lbs.....	@38 1/2
Cooked hams, choice, skin on, fatted.....	@37 1/2
Cooked hams, choice, skinned, fatted.....	@37 1/2
Cooked hams, choice, skinned, fatted.....	@40
Cooked picnics, skin on, fatted.....	@25
Cooked picnics, skinned, fatted.....	@26
Cooked loin roll, smoked.....	@45

ANIMAL OILS.

Prime edible lard oil.....	@15
Headlight burning oil.....	@14
Prime W. S. lard oil.....	@13 1/2
Extra W. S. lard oil.....	@13
Extra lard oil.....	@12 1/2
Extra No. 1 lard oil.....	@12 1/2
No. 1 lard oil.....	@12 1/2
No. 2 lard oil.....	@12 1/2
Acidless tallow oil.....	@11 1/2
20 C. T. neatfoot oil.....	@18
Pure neatfoot oil.....	@14 1/2
Special neatfoot oil.....	@13
Extra neatfoot oil.....	@12 1/2
No. 1 neatfoot oil.....	@12 1/2

LARD.

Prime steam.....	@11.85
Prime, steam, loose.....	@10.90
Kettle rendered, tierces.....	@12.00
Refined lard, boxes, N. Y.....	@12.62 1/2
Leaf, raw.....	@10.62 1/2
Neutral, in tierces.....	@13.00
Compound.....	12 1/2 @13

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@11 1/2
Oleo stocks.....	@11
Prime No. 1 oleo oil.....	@10 1/2
Prime No. 2 oleo oil.....	@10
Prime No. 3 oleo oil.....	9 1/2 @9 1/2
Prime oleo stearine, edible.....	@11 1/4

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	@9 1/2
Prime packers tallow.....	9 1/2 @9 1/2
No. 1 tallow, 10% f.f.a.....	8 1/2 @8 1/2
No. 2 tallow, 40% f.f.a.....	8 1/2 @8 1/2
Choice white grease.....	9 @9 1/4
A-White grease.....	8 1/2 @8 1/2
B-White grease, max. 5% acid.....	8 1/2 @8 1/2
Yellow grease, 10@15 f.f.a.....	8 1/2 @8 1/2
Brown grease, 40% f.f.a.....	8 1/2 @8 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	9 @9 1/2
White, deodorized, in bbls., c.a.f. Chgo. 11.....	@11 1/4
Yellow, deodorized, in bbls.....	@11 1/4
Soap stock, 50% f.f.a., f.o.b.....	3 1/2 @3 1/2
Corn oil, in tanks, f.o.b. mills.....	9 1/2 @9 1/2
Soya bean, seller's tanks, f.o.b. coast.....	@10.00
Coconut oil, seller's tanks, f.o.b. coast, 7 1/2 @7 1/2	
Refined in bbls., c.a.f., Chicago, nom.....	10 @10 1/4

SPICES.

	Whole.	Ground.
Allspice.....	29	32
Cinnamon.....	14	18
Cloves.....	40	44 1/2
Coriander.....	7	10
Ginger.....		19
Mace.....	1.06	1.10
Nutmeg.....		38
Pepper, black.....	87 1/2	41 1/2
Pepper, Cayenne.....		24
Pepper, red.....		24
Pepper, white.....	90	64

Retail Section

How One Retail Meat Dealer Is Getting and Holding Trade

How do you do your buying, Mr. Retailer?

Do you give your business to the packer who does not call, or to the one who is interested enough in your trade to make an effort to secure it?

Is there any reason why the housewife should act any differently in her purchases of meats for the home than you do in your purchases of meats for your store?

This is an age of intensive merchandising. In the past the retailer got along very well by being passive and waiting for customers to come to him. But that was before the day of chain stores and the severe competition existing today.

The housewife no longer is limited in her choice of a place at which to trade. In every city there are numerous stores handling good meats and rendering good service. So far as she is concerned, in many cases, these do not vary considerably, and the chances are that she would just as soon trade at one as another.

The problem, more and more, is one of selling. The retailer who is the best merchandiser is the one who will turn over the greatest volume, other things considered.

In a small city, a suburb of Chicago, is a retailer who is getting what might be called more than his share of the business in his community through clever merchandising.

Recently THE NATIONAL PROVISIONER asked him to tell some of his methods. Here is his reply:

Building Bigger Business

"The trouble with the retail meat business today, as I see it, is that retailers, as a class, do not make enough effort to bring business to their stores.

"They may make up a neat window display—if they have the time. They have meat stores and courteous help, and they handle good meats and render good service. But these things are not enough.

"There is more need for the retailer to understand that business goes where it is wanted, and stays where it is well treated.

"The trick is to let the consumer know that her patronage is desired. It

is a matter of duty and routine to furnish good meats and to treat customers well when they come into the store.

The Value of Advertising.

"How can the retailer go about it to let the people of his community know their patronage is desired? By advertising.

"This does not mean that he must confine his efforts along this line to space in the newspapers or to any other one form of advertising

"By 'advertising' I mean that he must take advantage of every opportunity to keep his name and his business before the people; that he must be continually on the alert to take advantage of ideas and plans to keep the people informed of the fact that he is ready to serve them.

"I live in a community that is growing rapidly. Many new families are moving into it.

Watching for New Comers.

"There are six other retail meat dealers in the town, but it never has occurred to any of them to keep in touch with the real estate men and to learn of these new families. This is a part of my activities that I follow up consistently.

"As soon as I learn of a family of newcomers I write them a personal letter welcoming them to the city, expressing the wish that they will be happy in their new home, and calling attention to the fact that we have the

facilities to serve them as we believe they would like to be served.

"The birth of a baby offers another opportunity to get the name of our business favorably before consumers. When we hear of a new arrival we write a letter to the parents, congratulating them and wishing the little one long life and happiness.

"There is also included in the letter an order that can be exchanged at our store for merchandise to the value of \$1.00. The letter suggests that the parents use the order, and that they deposit the dollar in the bank as the start of a savings account for the baby.

Keeping Track of Birthdays.

"We also have on file the dates of the birthdays of the children of the town. These are sent birthday greeting cards. When a family moves into a new home the occasion is made the excuse for a letter from us congratulating them and wishing them much happiness in their new location.

"These are but a few examples of what other retailers can do to create a favorable impression with their clientele and to keep the name of their establishments in the customers' minds. We have found these little stunts are appreciated, and that they are real business builders.

"I have on the books the names of many people who have been with me for years and whose patronage was secured through our letters of welcome at the time they came to the city.

"Newspaper advertising, direct mail, billboards and other forms of advertising are good and will bring business, but in my opinion the best advertising is that which gets closest to the people, that which builds acquaintanceship and friendship.

"Such advertising will bring customers to the store. Once their patronage has been secured, it is up to the retailer to keep it by giving value received both in merchandise and service.

Getting Back Lost Customers.

"There is one other factor to which retailers must give enough attention, I believe. When a customer quits most retailers make no effort to get her back.

"This is the way I figure: It costs me money to put the name of a customer on my books. I have an investment in her. When she quits I not only lose this investment but the profits on her future purchases. I cannot afford to lose this investment and those profits without a struggle.

"When I have learned that a housewife is no longer coming to our store



PULLING IN THE CUSTOMERS.

I call on her. I do not trust to letters or the telephone. I am frank in our conversation. I tell her that I am sorry to lose her patronage and that we want her to continue with us.

Every Error a Lesson.

"In a great many cases I find that she has discontinued trading with us for some slight or fancied grievance that is easily adjusted. In any event, even if I am unable to get her to continue with us, I have gained something. I have learned of a shortcoming in our service which I take steps promptly to correct.

"There may be some excuse when a retailer loses one customer for some reason or other. But the retailer is lax in his methods if he permits the same shortcoming of service to lose him another customer.

"Which all gets back to the fact that getting and keeping business is largely a matter of trying, of using the right tactics and of being continually on the job.

"The day has passed, I believe, when the retailer can be passive. Competition is becoming so severe and margins of profit so small that only the aggressive man can survive."

In a future issue of *The National Provisioner*, other methods used by this retailer to get and hold business will be described.

NEWS OF THE RETAILERS.

Charles G. Johnson has purchased the Corvallis Meat Market, Corvallis, Mont., from Harry Thraillkill.

H. B. and A. W. Osborn have purchased the Columbia Market, Wenatchee, Wash., from L. E. Sloan, and the Martin & Hilton Grocery No. 2, also in Wenatchee, from J. Martin and E. Hilton. H. B. Osborn recently sold his meat business in Chelan, Wash.

The Greenman Meat Market was opened recently in Toledo, Ore., with new equipment, to deal in meats and locally made sausage.

The Driggs Market, Driggs, Ida., operated by the Madsen brothers, was destroyed by fire recently.

Robert Claypool and Thomas Horton have opened the Wonder Market at 331 Main Ave., Spokane, Wash.

Norman N. Board has taken over the Haskell Meat Market at Eugene, Ore., from W. W. Greene, and will operate on a cash basis.

The Purity Stores, Inc., have added meat departments to their stores in Santa Cruz and Napa, Calif. J. Meehan is in charge of the Santa Cruz meat department.

F. E. Wilson of Blue Springs, Neb., has purchased the Service Market, Hanover, Kans., from D. McKinney.

L. W. Stanfield has sold his meat and grocery business at Elk City, Kans., to the Q Grocery Co.

George Tittel has moved his meat market equipment to McCracken, Kans., from Brownell.

T. C. Moore has engaged in the meat and grocery business at 1111 Kansas Ave., Kansas City, Kans.

A. B. Childs has opened a meat market in his grocery store at Wellsville, Kans.

A recent fire in the Garner Meat Market, Garner, Ia., resulted in a loss of \$800.

P. M. Carberry has purchased the

meat department in the City Sanitary Market, Terre Haute, Ind. Alfred Hoare will be in charge.

John Fuhrman has purchased the Niagara Market, Astoria, Ore., meats, from John Strain.

F. L. Davis is opening a modern meat market in the new Burns Meat Co. building at Burns, Ore.

Modern improvements in the Beaverton City Meat Market, Beaverton, Ore., have been made by the proprietor, Elmore Benson, who recently leased space adjoining his present establishment.

The Cologne Meat Market, Coachella, Calif., has been acquired by E. A. Badgley, who will continue the business.

Roy Seal has disposed of ownership of the meat market in the Piggly Wiggly store at Whitefish, Mont., to Frank Lapp of Creston. Mr. Seal will remain as manager.

The Dallas Meat Co., Dallas, Ore., purchased several weeks ago by the Green brothers of Philomath, has been discontinued and the properties turned back to the Valley Packing Co. of Salem.

The Lewis brothers have opened a retail meat store, called the Penny Meat Market, at Grant's Pass, Ore.

The Winlock Meat Co., Winlock, Wash., meats, expects to reopen in the near future under new management, having been purchased by Cliff Ruscher and E. J. Leveille. Remodeling of the premises already has begun.

Jos. Favre has sold his interest in the East Side Market, Kirkland, Wash., to his partner, Earl Morris.

Wm. Dale, for the past three years in charge of the Minard & Co. meat market at Elma, Wash., has purchased a market in Olympia, Wash., and is removing to that city.

The Smelterville Table Supply Co., Smelterville, Ida., has installed a meat market in addition to its line of groceries. P. L. Bogovich will be in charge.

PLAN STATE MEAT REGULATION.

Recommendations for a law regulating the local meat industry in Wisconsin have been drawn up by C. J. Kremer, state dairy and food commissioner, and will be embodied in a bill for presentation at the present session of the legislature. Of these proposals, in which the meat industry is classified as to butchers, retail meat markets and sausage factories, Mr. Kremer says:

"To obtain a state license hereafter, the butcher must have some knowledge and skill in detecting disease in animals. His license, which will cost \$5, in addition to a \$5 examination fee, will bring with it numbered stamps for approving his meat. Through these numbered stamps it is hoped to trace bad meat.

"Meat markets are to be licensed under strict provisions as to modern equipment, employment of persons free from communicable diseases, and sanitation in sales and meat storage. Revocation of license will be the principal penalty for violation of this code.

"For sausage factories, the state law is modeled after the minimum restrictions in the federal laws relating to cleanliness, light and ventilation. The license fee for such factories will be \$25."

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

MEATS FOR LENTEN SEASON.

Among the many things to engage the minds of those in the livestock and meat industries is the interruption in the use of meat during the Lenten season.

Dealers who become quite concerned because they look forward to the approach of this season with a great deal of pessimism, seem to forget the favorable effect other seasons have had.

In years gone by the Lenten fast was religiously practiced by nearly all of certain religious beliefs, and the effect on meat consumption was considerable. However, observance by fasting has been greatly modified in recent years and, with the exception of Wednesday and Saturday of the first week and similar days before Easter, meat is eaten by most people in about the same amount as at other times of the year.

As a matter of fact, in most sections little thought is given to the season from a meat-eating standpoint after the first week. The observance of Good Friday—the Friday before Easter—is so general that it has some effect. But for certain people this is a day of abstinence anyway, and so Good Friday brings change in degree rather than in kind.

In one respect the Lenten season has changed. When meat was eaten only sparingly during the week by those observing—seldom more than once a day, and never on Wednesdays and Fridays—Sundays were genuine feast days, since they were not counted as part of the forty days' fast. Sunday, therefore, was a day to be looked forward to by those who ate little meat during the week. Large Saturday meat orders were the rule of observing families, and meat retailers found their Saturday business something to give comfort and compensation.

Now that the fast is far less rigorously observed, Lenten Sunday feasting is little different from other Sundays throughout the year. One day during Lent has always been considered by observers as a sort of oasis in the period of sacrifice. This is the 17th of March, known far and wide as St. Patrick's Day.

Not only is this day one of meat eating and general feasting, even though it falls on Friday, but it permits celebrations of various kinds that many do not indulge in during the season of penitence.

There are sound and sensible reasons why the use of meat during the Lenten season is endorsed today. It is known that those accustomed to meat, and who perform work of a laborious and exhausting nature, may be injured in health if they try to carry on in a normal way without meat's sustaining benefit. This in itself is an acknowledgment of the fact that good meat proves of great benefit, and that one used to it endangers health by dispensing with it for any appreciable length of time.

New York Section

AMONG RETAIL MEAT DEALERS.

"Bigger and better than ever" was the verdict of those attending the annual vaudeville and dance of the Eastern District Branch, New York State Association of Retail Meat Dealers, Inc., at Schwaben Hall, Brooklyn. Despite the fact that the biggest snowfall of the winter fell on February 21st, with a number of social and other events occurring on the same evening, nearly nine hundred were on hand to witness one of the best vaudeville shows staged by this branch, and to enjoy the dancing following and lasting until 3:30 a. m. on Washington's Birthday. Among the large gathering were noticed many representatives of packers and wholesalers. The affair, which was both a financial and social success, was a fitting climax to the many activities held by the retailers during the winter. The committees in charge were: Arrangements, F. C. Riester and Charles Raedle; chairman floor committee, Theo. Meyer; chairman reception committee, Edward Rath.

The Bronx Branch will not hold their regular meeting on March 6 of next week, in order that as many members as possible may attend the special meeting downtown on Thursday evening, March 7.

The New York State Association of Retail Meat Dealers, Inc., will hold a board of directors meeting at the Hotel Pennsylvania on Thursday evening, March 7, which will be followed by a mass meeting of retail and wholesale meat dealers. A large attendance is anticipated.

Fred Hirsch, business manager of the Bronx Branch, and Mrs. Hirsch, financial secretary of the Ladies Auxiliary, celebrated a wedding anniversary on February 20th.

Mrs. George Anselm, a trustee of the Ladies Auxiliary, is in the Lenox Hill Hospital, where she had a very serious operation performed on Friday of last week.

Joseph Eschelbacher, a member of Ye Olde New York Branch, and Mrs. Eschelbacher celebrated the 28th anniversary of their wedding on February 24th.

Al Haas, whose long illness worried his many friends, has entirely recovered as was plainly evident at the Eastern District Branch dance by his mirth which caused the accident that created much excitement.

Charles Raedle, president of the Eastern District Branch, is now secretary of the Hahn-Raedle-Kollner Stores. This change occurred about the first of the year, when the Otto Hahn and Max Kollner companies merged. The new company now comprises 33 stores, located in Brooklyn, Queens and Long Island.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry

and game seized and destroyed in the City of New York during the week ended Feb. 23, 1929: Meat—Manhattan, 326 lbs.; The Bronx, 200 lbs.; Queens, 5 lbs., total, 531 lbs. Fish—Manhattan, 115 lbs. Poultry and game—Manhattan, 188 lbs.; The Bronx, 446 lbs.; total, 634 lbs.

BUTCHERS MUTUAL CASUALTY.

At the annual meeting of the Butchers Mutual Casualty Co. held on February 21, the members were informed of most gratifying results of the business for the year 1928. The increase of business was 49.8%, compared with the previous year.

The percentage schedule of operations shows as follows: Loss expense, 36.62%; direct expense, 5.19; administration expense, 18.08; total expense, 59.89; net profit on operations, 40.11; finance interest income, 6.60; total net income, 46.71.

In the division of compensation insurance the cost of compensation to injured employees was 75.12% and medical cost was 24.88%. The careless operation of the old-fashioned, finger-snatching meat grinder has cost the trade personal pain and the members of the company excessive, unnecessary loss costs. The board of directors hopes to reduce this cost this year by an educational campaign among the retailers to use modern machines and safety devices.

The plate glass division has established very good figures for its first year, the net profit being 45.9%. An expense of almost 10% was incurred this first year for legal expense, maps, cards, cabinets, etc., which will not occur in the future.

The compensation refund to members for last year was 25%, and at this meeting the directors requested the State Superintendent of Insurance to allow a greater percentage of refund for this year.

The company is now writing the following lines of insurance: Workmen's Compensation, Store Liability, Plate Glass and Foreign Substance Liability.

Officers are as follows: President, George Kramer; first vice-president, Albert Rosen; second vice-president, Charles Raedle; third vice-president, Philip Gerard; secretary, Charles Schuck; treasurer, David Van Gelder. Board of Directors.—Samuel Heyman, Charles Hembdt, John Hildemann, F. Ruggiero, Albert Borchers, Isidor Bloch, Louis Goldstein, Frank Bitz, Chris Roesel, William Steiger, Jos. Rossman, August Anselm, Jos. Eschelbacher. The efficient general manager is Louis Goldstein.

MANHATTAN SANITARY MEET.

The Manhattan Sanitary Inspection Association held its seventeenth annual meeting and beefsteak dinner at the Columbia Club, New York City, on Thursday evening, February 21. Albert T. Rohe and Abraham Strauss were in charge of the entertainment, which consisted of the band from the Hebrew Orphan Asylum and other well-chosen performers.

Chairman W. A. Lynde reported that

the year just ended had been one of the most successful in the history of the association, and expressed the hope that the members would continue the splendid co-operation they had given to the executive committee and the inspection force.

All of the officers were re-elected as follows: W. A. Lynde, chairman; H. G. Mills, vice-chairman; A. T. Rohe, treasurer; W. F. Schmidlein, secretary; M. Sanders and A. Strauss, members of the executive committee.

NEW YORK FOOD CHAIN.

Epicure Food Stores Corporation announce a new issue of 100,000 shares of common stock, no par value, the proceeds of which are to be used to acquire by outright purchase for cash the assets, good-will and business of 44 established retail delicatessen stores in Manhattan, Brooklyn and the Bronx, New York City. A warehouse and commissary is now being equipped with up-to-date facilities for the efficient handling of food products; its location is of value by reason of its easy accessibility to the terminals through which the company will receive its merchandise. Thirty stores were operated during 1927, showing sales of \$2,285,422, with earnings of \$196,185.

The business will be under the personal direction of George Stadlander, who founded the Progressive Grocery Stores, and who for three terms was chairman of the New York Chain Grocer's Association.

HIDE BROKERS MERGE.

The merger of two of the oldest and best-known firms in the hide brokerage business, J. C. Andresen & Co. and Jacob Stern & Sons, both of New York and Philadelphia, has been announced.

The name of the new company is Andresen, Stern & Co., Inc. John C. Andresen is president and the other officers are Milton R. Katzenberg, vice president; Lucien Katzenberg, treasurer, and William Jaeggi, secretary. Both Mr. Andresen and Milton R. Katzenberg are charter members of the recently organized New York Hide & Skin Exchange, and the latter is also president of the exchange. The new company will confine itself to a brokerage business in domestic and foreign hides, skins, tallow and animal oils. Hides from Europe, Africa, South America, China and India will be specialized in among the imports. The company will have branches under the personal supervision of its own representatives at all of the leading foreign hide centers.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York, for week ended Feb. 23, 1929, with comparisons:

	Week ended Feb. 23, 1929	Prev. week.	Cor. week. 1928.
Western drsd. mts:			
Steers, carcasses..	6,247	6,136	6,444½
Cows, carcasses ..	981	1,025	1,022
Bulls, carcasses ..	97	91	109
Veals, carcasses...	8,783	10,033	8,145
Lambs, carcasses..	25,126	21,013	22,781
Mutton, carcasses.	3,185	3,336	2,991
Beef cuts, lbs....	401,965	325,344	407,594
Pork cuts, lbs..	1,530,853	1,708,662½	1,383,537
Local slaughters:			
Cattle	8,621	7,921	8,322
Calves	14,406	11,813	13,626
Hogs	55,108	54,402	55,946
Sheep	45,808	46,555	49,418


een one of
history of
ed the hope
continue the
ad given to
the inspec-
e-elected as
airman; H.
T. Roha,
secretary;
members of

HAIN.
oration an-
0,000 shares
ue, the pro-
posed to ac-
or cash the
ness of 44
en stores in
the Bronx,
se and com-
pipped with
ne efficient
its location
ts easy ac-
ls through
ive its mer-
re operated
of \$2,285-
85.
er the per-
Stadtlander,
ve Grocery
terms was
Chain Gro-

ERGE.
oldest and
e brokerage
& Co. and
New York
announced.
company is
John C.
the other
enberg, vice
g, treasur-
secretary.
on R. Kat-
ers of the
rk Hide &
ter is also
The new
o a broker-
and foreign
animal oils.
ica, South
will be spe-
ports. The
under the
own repre-
sing foreign

PLIES.
used meats
federal in-
week ended
ns:

	Cur. week.
1928	
30	6,444
25	1,022
91	100
33	8,145
13	22,781
30	2,901
44	607,394
1/2	1,885,557
21	8,522
13	13,038
09	65,945
05	49,418



99¹⁰⁰/₁₀₀% Pure Cork

We carry a complete stock of "Jointite" Cork Board and "Jointite" Cork Pipe Covering in: New York; Atlanta; Charles-town, Mass.; Charlotte, N. C.; Chicago; Cincinnati; Detroit; Houston; Kansas City, Mo.; Los Angeles; Memphis; New Orleans; Philadelphia; San Francisco; St. Louis; Tulsa; Mon-treal and Toronto. No job too large or too small.

L. MUNDET & SON, Inc.
461 Eighth Ave. Established 1865 New York City

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil
Stearine, Beef Cracklings, Ground Scrap, Fertilizers
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St. Boston, Mass.

Cudahy's
Puritan
Hams · Bacon · Lard
"First in the Land"

made by The Cudahy Packing Co. U.S.A.

Stockinette Ham Bags

Frank Bags
Our Specialty

Also

Beef Bags
Pork Bags
Lamb Bags
Bacon Bags
Veal Bags
Pig Bags
Tubing—
Cattle Wipe



Product and Service that will please you.
Send in your order today and see for your-
self. You'll reorder—they all do.

Write Today

O'Lena Knitting Mills, Inc.

1464 Flushing Ave., Brooklyn, N.Y., Phone Stagg 0938

NEW YORK NEWS NOTES.

Dr. David Klein, of Wilson Labora-tories, has been a visitor to New York this week.

F. J. Goodrich, produce department, Swift & Company, Chicago, has been a visitor to New York this week.

W. C. Cooper, vice president of F. B. Cooper, Inc., is spending a few weeks in Bermuda with Mrs. Cooper.

A. Strauss, of Strauss & Adler, Inc., is in Havana, and when the spring sun-shine smiles on New York he will re-turn.

Harold Mitchell, representative for Wilson & Co. at St. Johns, N. F., spent a few days in New York before leaving for Chicago.

Mrs. H. B. Van Name, wife of H. B. Van Name of the district office, Wil-son & Co., New York, passed away on February 25 after a lingering illness.

Watch the "Wanted" page of THE NATIONAL PROVISIONER for bargains and business opportunities.

MEAT BOOTLEGGER IS FINED.

A slaughterer and manufacturer of meat products located at Bridgeville, Del., was fined \$50 recently for selling meats and meat products in Maryland that had not undergone federal inspection. The complaint was brought by a federal meat inspector, who found the Delaware man's truck crossing the Maryland line with a supply of meats and scrapple.

During the course of the hearing a dispute arose as to the sanitary condi-tion of the plant in which the product was made. The owner's argument was that it was sanitary. He said he had the federal inspector visit his plant, but the latter had made no recommenda-tions. The federal inspector stated that the plant was unsanitary, that it was not properly screened, no provision was made for caring for blood on the killing floor, and that the water supply was not up to standard.

The federal judge before whom the case was being heard decided to adjourn court and continue the proceedings at the plant of the defendant. This was done, and after inspection the fine for violating the federal meat inspection act was imposed.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended Feb. 23, 1929, with comparisons:

	Week ended Feb. 23.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	1,993	2,011	1,689
Cows, carcasses	2,040	1,643	2,162
Bulls, carcasses	56	56	62
Veals, carcasses	1,122	1,332	1,375
Lambs, carcasses	12,517	12,353	13,686
Mutton, carcasses	1,160	1,058	426
Pork, lbs.	504,431	522,791	509,538
Local slaughters:			
Cattle	1,104	1,160	1,305
Calves	1,690	1,634	2,122
Hogs	16,613	17,698	21,918
Sheep	2,535	3,064	2,765

Curing Expert Available

One of the best-known curing experts in the United States is available for service or advice in eliminating troubles in curing or sausagemaking. He has just finished a big job for a big concern, and will be located until May 1 in Chi-cago, where he may be reached if his services are desired.

It is doubtful if there is a man in the industry who has had more varied ex-perience in solving curing troubles under all sorts of conditions. Modern quick cures are his specialty.

If interested address D. W. Awtry, 1619 Fargo Ave., Chicago, Ill., or care The Na-tional Provisioner, Chicago.

MEMPHIS PACKING CORPORATION, Memphis, Tenn.

Light Weight, Medium Butcher
Cows, Canners, Cutters

Car Lot Shippers

Cable Address "EVERGOOD"

Hide on Calves and Vealers, Bulls,
Dressed Hogs and Pigs

Phone 3-4700

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, best	\$11.00@12.75
Cows, medium	7.00@ 8.50
Bulls, light to medium	7.50@ 9.00

LIVE CALVES.

Veals, prime	\$16.50@18.50
Calves, com. to med.	9.00@12.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$16.75@17.25
Lambs, medium	14.00@16.25
Sheep, fat ewes	8.00@ 9.00

LIVE HOGS.

Hogs, 160-210 lbs.	\$ @10.50
Hogs, medium	@10.50
Hogs, 120 lbs.	@10.50
Roughs	@ 9.00
Good Roughs	@ 9.00

DRESSED HOGS.

Hogs, heavy	@16
Hogs, 180 lbs.	@16
Pigs, 80 lbs.	@16½
Pigs, 80-140 lbs.	@16½

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	24 @26
Choice, native light	24 @26
Native, common to fair	21 @23

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21 @22
Native choice yearlings, 400@600 lbs.	23 @25
Good to choice heifers.	20 @21
Good to choice cows	18 @18
Common to fair cows	14 @16
Fresh bologna bulls	15½ @16½

BEEF CUTS.

	Western.	City.
No. 1 ribs	28 @30	28 @32
No. 2 ribs	24 @25	25 @27
No. 3 ribs	20 @22	22 @24
No. 1 loins	32 @35	35 @40
No. 2 loins	28 @31	30 @34
No. 1 hinds and ribs	25 @28	26 @29
No. 2 hinds and ribs	22 @24	22 @24
No. 3 hinds and ribs	20 @21	20 @21
No. 1 rounds	19 @20	19 @20
No. 2 rounds	18 @19	18 @19
No. 1 chucks	16 @17	17 @18
No. 2 chucks	15 @16	15 @16
No. 3 chucks	14 @15	14 @15
Bolognas	17½ @18½	17½ @18½
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	30 @30	30 @30
Tenderloins, 5@6 lbs. avg.	30 @30	30 @30
Shoulder clods	10 @11	10 @11

DRESSED VEAL AND CALF.

Prime veal	@31
Good to choice veal	28 @30
Med. to common veal	23 @26
Good to choice calves	21 @25
Med. to common calves	17 @21

DRESSED SHEEP AND LAMBS.

Lambs, prime	31 @32
Lambs, good	30 @31
Sheep, good	16 @18
Sheep, medium	14 @15

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. lb.	@20
Pork tenderloins, fresh	@50
Pork tenderloins, frozen	@50
Shoulders, city, 10@12 lbs. avg.	@17
Shoulders, Western, 10@12 lbs. avg.	@17
Butts, boneless, Western	@22
Butts, regular, Western	@19
Hams, Western, fresh, 10@12 lbs. avg.	@21
Hams, city, fresh, 6@10 lbs. avg.	@22
Picnic hams, Western, fresh, 6@8 lbs. average	14 @15
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	13 @14
Spareribs, fresh	13 @14

SMOKED MEATS.

Hams, 8@10 lbs. avg.	24 @25
Hams, 10@12 lbs. avg.	23½ @24½
Hams, 12@14 lbs. avg.	23 @24
Picnics, 4@6 lbs. avg.	16 @16½
Picnics, 6@8 lbs. avg.	15½ @16
Rollettes, 6@8 lbs. avg.	16 @17
Beef tongue, light	28 @29
Beef tongue, heavy	34 @36
Bacon, boneless, Western	22 @23
Bacon, boneless, city	19 @20
Pickled bellies, 8@10 lbs. avg.	15 @16

FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, l. c. trim'd.	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pound
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	20c a pound
Beef hanging tenders	30c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 3
Breast fat	@ 4½
Edible suet	@ 6½
Cond. suet	@ 5½

GREEN CALFSKINS.

Prime No. 1 Veals	2.20 2.45 2.65 3.60
Prime No. 2 Veals	2.00 2.20 2.40 3.35
Buttermilk No. 1	1.85 2.10 2.30
Buttermilk No. 2	1.65 1.85 2.05
Branded Gruby	.95 1.10 1.30 1.85
Number 3	At Value

LIVE POULTRY.

Fowls, colored, per lb. via express	@30
Ducks, spring, express	@28
Pigeons, per pair, via freight or express	@40

BUTTER.

Creamery, extras (92 score)	@40½
Creamery, firsts (88 to 89 score)	@47½
Creamery, seconds (84 to 87 score)	@46
Creamery, lower grades	@45½

EGGS.

(Mixed colors.)

Extras	@40
Extra firsts	@48
Firsts	@47
Checks	@42

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	32 @33
Western, 48 to 54 lbs. to dozen, lb.	32 @34
Western, 43 to 47 lbs. to dozen, lb.	31 @33
Western, 36 to 42 lbs. to dozen, lb.	30 @32
Western, 30 to 35 lbs. to dozen, lb.	28 @30
Fowls—fresh—dry pkd.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. to dozen, lb.	34 @35
Western, 48 to 54 lbs. to dozen, lb.	35 @36
Western, 43 to 47 lbs. to dozen, lb.	34 @35
Western, 36 to 42 lbs. to dozen, lb.	33 @34
Western, 30 to 35 lbs. to dozen, lb.	31 @32
Ducks—	
Western, boxes, prime to fancy	20 @26
Turkeys—	
Western, dry pkd., prime to fancy	37 @43
Squabs—	
White, 11 lbs. to dozen, per lb.	65 @70
White, 9 lbs. to dozen, per lb.	60 @65
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs. lb.	31 @33
Western, 55 to 59 lbs. lb.	31 @33
Western, 43 to 47 lbs. lb.	30 @32
Western, 30 to 35 lbs. lb.	27 @29

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia week ended Feb. 14, 1929:

	Feb. 15	16	18	19	20	21
Chicago	50	49	49½	49½	49	48½
New York	50	49½	49½	49½	49½	49½
Boston	50	50	50	50	50	50
Philadelphia	50½	50½	50	50	50	50

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	49½	48½	48¾	48½	48	..
Receipts of butter by cities (tubs):						
	This week.	Last week.	Last year.	—Since Jan. 1—		
				1929.	1928.	
Chicago	31,571	43,658	38,293	408,426	404,025	
N. Y. ..	46,331	50,434	51,324	464,680	468,945	
Boston	15,484	17,402	12,551	147,082	152,169	
Phila.	15,872	19,075	16,351	154,263	159,612	

Total 109,258 139,569 118,510 1,169,451 1,184,751
Cold storage movement (lbs.):

	In	Out	On hand	Same
	Feb. 21.	Feb. 21.	Feb. 22.	Week-day
Chicago	34,462	39,863	1,090,663	2,860,638
New York	39,900	90,390	2,454,577	4,157,917
Boston	32,258	43,173	1,871,188	1,426,069
Phila.	24,813	24,813	581,561	678,126
Total	106,620	108,239	5,998,419	9,123,650

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.80
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.80
Blood, dried, 15-16% per unit	@ 4.80
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	None
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50 @ 10
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.25 @ 10
Soda Nitrate in bags, 100 lbs. spot	@ 2.25
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.65 @ 10
Tankage, unground, 9@10% ammonia	4.50 @ 10

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw, 4½ and 50 bags, per ton	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@10.50

Potash.

Manure salt, 20% bulk, per ton	@12.40
Kalnit, 12.4% bulk, per ton	@ 9.80
Muriate in bags, basis 80%, per ton	@36.40
Sulphate in bags, basis 90%, per ton	@45.70

Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 60% unground	@ 1.10

Meat Scraps, Ground.

50%	@00.00
55%	@05.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	\$5.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00 @ 50.00
Striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 50.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00 @ 225.00
Horns, avg. 7½ oz. and over, No. 2s	350.00 @ 275.00
Horns, avg. 7½ oz. and over, No. 3s	300.00 @ 225.00

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Feb. 23, 1929, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,263	6,292	4,470	13,996
Central Union	2,364	1,248	100	14,478
New York	578	3,304	24,602	9,940
Total	7,205	10,844	29,172	38,507
Previous week	5,927	10,413	30,168	37,489
Two weeks ago	7,225	13,314	36,005	40,961

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N.J.

Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.

NEW YORK, N. Y.

Caledonia 0113-0114

h 2, 1922

IALS.
VERY.

d @ 2.25
er @ 2.50
@ 4.50
Nonst
4.00 & 10
4.25 & 50
@ 2.25
4.65 & 10
4.50 & 10

@ 32.00
@ 37.00
@ 10.50
@ 12.00
@ 9.00
@ 36.00
@ 45.70
@ 1.00
@ 1.10
@ 00.00
@ 65.00

ORNS.

35.00 @ 100.00
@ 75.00
45.00 @ 50.00
45.00 @ 50.00
@ 85.00
@ 100.00
00.00 @ 225.00
50.00 @ 275.00
00.00 @ 225.00

OCK.

New York
, are re-

ogs. Sheep.
,470 13,800
100 14,470
,002 9,800
172 35,207
,166 37,480
,005 46,981

ducts

s of

Skins

Feeds

124

ty, N.J.

Inc.

ns

ity on
Infer-